Board of Trade Journal

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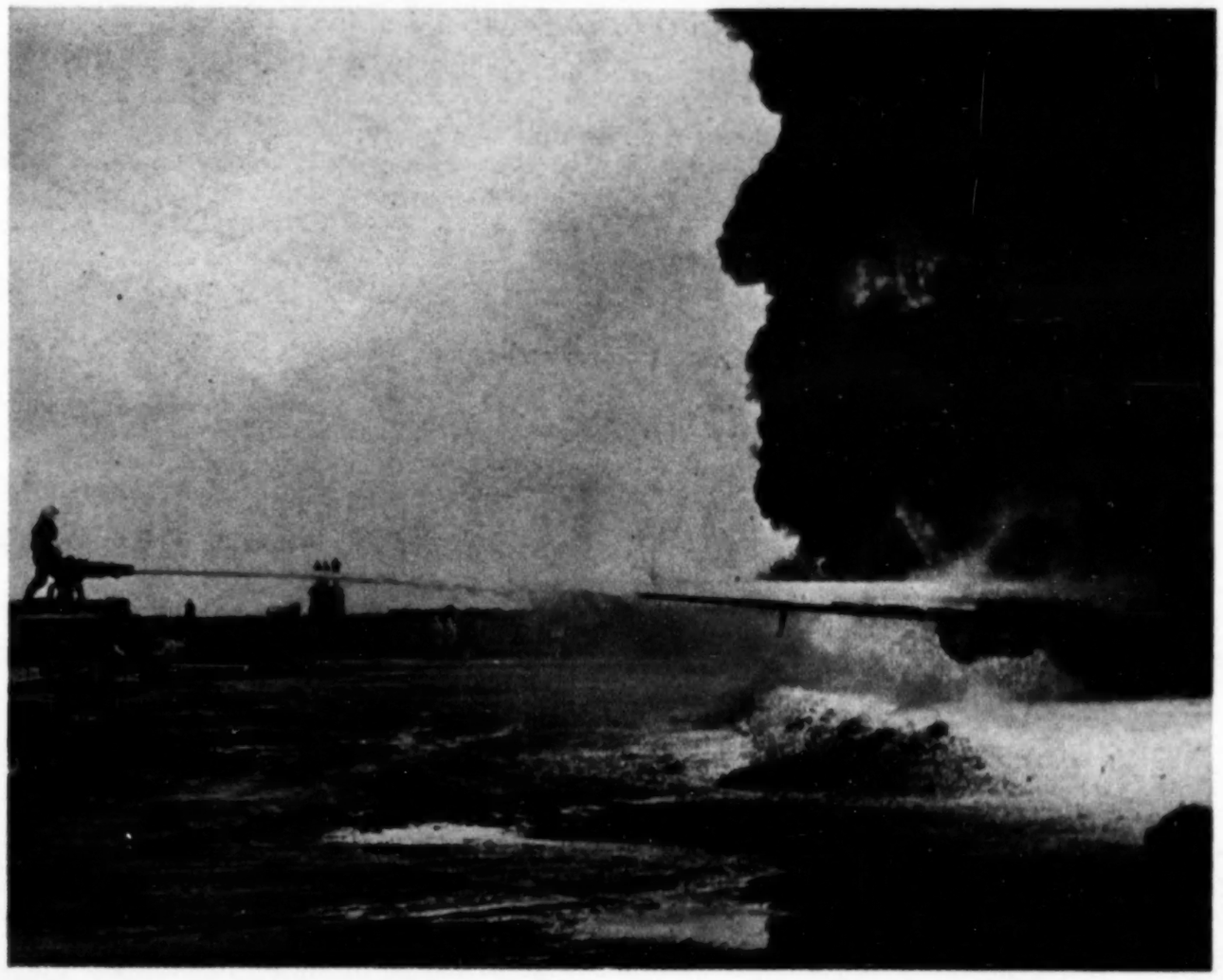

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Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

The Board of Trade's Fire Service Training School at Stansted, Essex, is devoted primarily to the training of airport firemen in fighting fires occurring on aerodromes, particularly on aircraft. A measure of its esteem in the civil aviation world is given by the fact that students from about 60 overseas aviation authorities regularly attend the residential courses, and the school was recently awarded a certificate by the American Airline Pilots Association for 'outstanding services to air safety by training fire fighters to handle aircraft emergencies at airports throughout the world.' The Pyrene Company Ltd. of Sunbury on Thames, Middlesex, recently gave a demonstration at the school to an international audience of about 450 Chief Fire Officers and other interested bodies. Pyrene crash trucks using 'Light Water', a 3M product, in less than a minute extinguished in area a 10,000 sq. ft. fire involving 4,000 gallons of aviation fuel surrounding an obsolete Shackleton aircraft. The top left picture shows the fire one minute old and the other pictures show the crash truck beating a path through the fire in 10 seconds and, sweeping round each side of the aircraft from the rear, putting the fire out in 55 seconds. The Pyrene Company export vehicles and equipment for airfield fire safety all over the world.

LATE ANNOUNCEMENTS

'Air miss fears in Epsom

Mr. G. W. Stallibrass Controller of the National Air Traffic Control Services, has replied to the Mayor of Epsom, Councillor Frederick Paul, giving an assurance that a mid-air collision over Epsom is a remote possibility.

The Mayor of Epsom called for an assurance that the radar system controlling the area and the amount of air traffic over it is so conditioned that a collision of aircraft in mid-air becomes a remote possibility. Mr. Stallibrass has replied that 'the assurance can justifiably be given'.

'Additionally', says Mr. Stallibrass, the situation is not to be left static. Many people are working hard in air traffic control, as in other important fields concerning aircraft safety, to raise standards progressively higher'.

Two runway capacity from one runway operation

When Heathrow's northern runway was closed between April 15-29 for its new extension to be coupled-up, air traffic controllers at Heathrow and the London Air Traffic Control Centre at West Drayton kept delays to air passengers to a minimum by making optimum use of the remaining facilities.

In one peak hour the controllers handled 60 Aircraft movements, 22 arrivals and 38 departures using one runway only. On many days movement rates of between 53 and 57 aircraft an hour were achieved for sustained periods of three to five hours.

In the 15 days taken to couple-up the extension daily aircraft movements were between 700-800, and on three days there were more than 800 movements.

Controllers were assisted by the excellent co-operation of pilots and airport ground crew in keeping runway occupancy to a minimum.

Reappointment of chairman of British Airports Authority

MR. P. G. MASEFIELD

Mr. P. G. Masefield, whose present appointment as Chairman of the British Airports Authority expires on June 2, has accepted an invitation from Mr. Roy Mason, president of the Board of Trade, to extend the term of this appointment for 6 months so that longer term arrangements can be made after the General Election.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Airmiss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	11 Mar. 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	This week
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 April 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing ndustry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	20 May 1970
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	This week
New companies registered:	
Gt. Britain (M)	20 May 1970
N. Ireland (M)	13 May 1970
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries, research and development (Q)	This week
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production, exports and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	13 May 1970
Cinema admission and takings (M)	20 May 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	18 Mar. 1970
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	6 May 1970
Foreign trade of the UK:	
Direct orders (A	3 Sept. 1969
Unit value and volume index nos. (M)	20 May 1970
Value of overseas trade (M)	20 May 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	13 May 1970
Hairdressing trades turnover (M)	20 May 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	13 May 1970
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	20 May 1970
Machine tools, deliveries and orders (M)	25 Mar. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Production (M)	13 May 1970
Volume of production (M)	13 May 1970
Motor industry:	
Car and commercial vehicle production (M)	13 May 1970
Motor trades turnover (M)	20 May 1970
Office development permits (Q)	4 Mar. 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	22 April 1970
Retail trades:	
Index nos. (M)	13 May 1970
N. Ireland index (M)	13 May 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	6 May 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1970
Industry's stocks (Q)	8 April 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	20 May 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	20 May 1970
Wool exports (Q)	This week
Wool output (M)	This week
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	20 May 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	20 May 1970

Board of Trade Departments, etc.

Subjects	Last Published
Board of Trade addresses	This week
Board of Trade Regional Organization	13 May 1970
British Commercial representatives overseas	22 April 1970
Customs notices of interest to exporters	20 May 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index - July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	11 Mar. 1970

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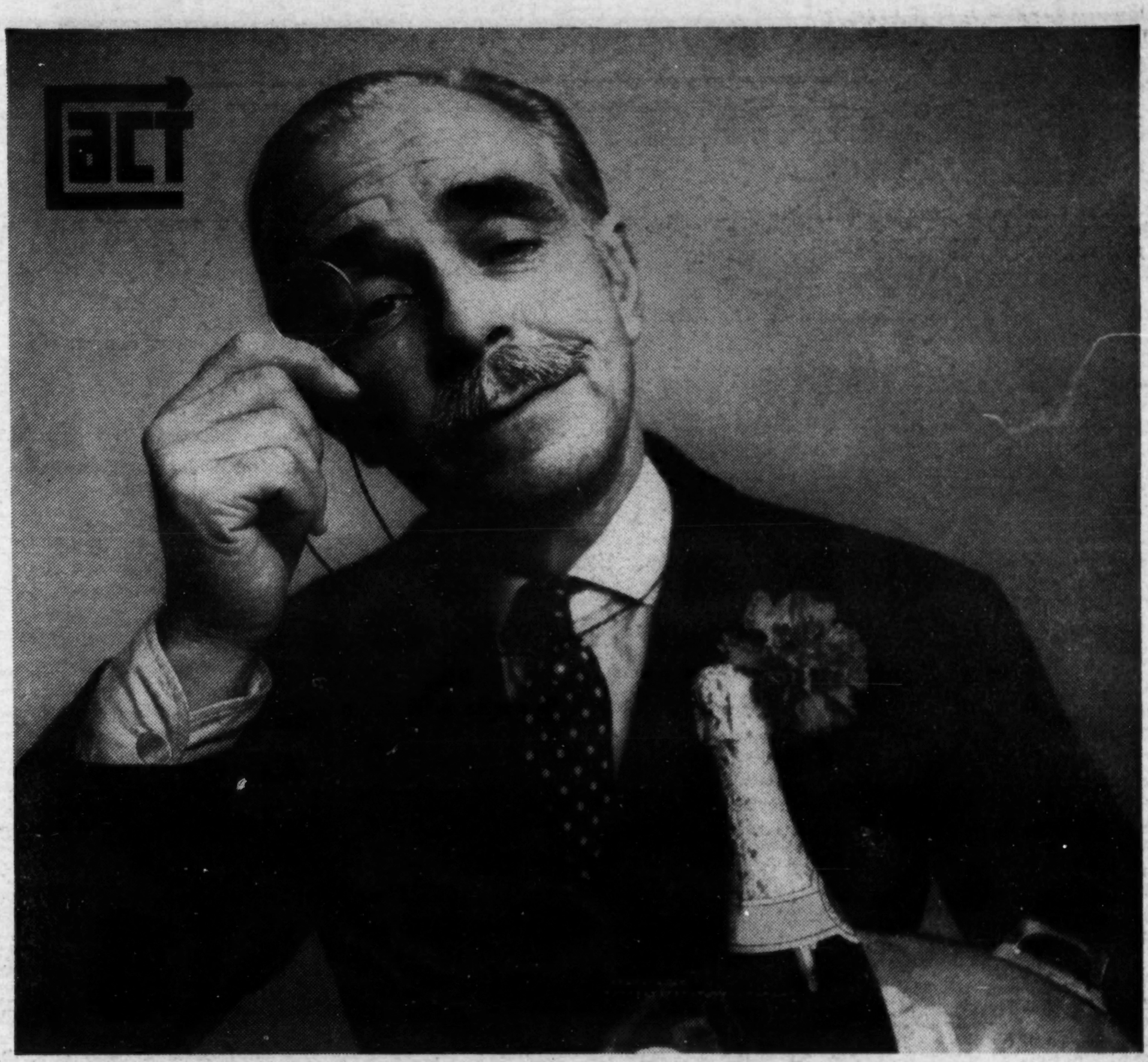

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Target California—the first six months

by G. Colin Mayhew, director, California Trade Drive Office

Plans for the British Week in San Francisco in October 1971 were formally set in motion at an inaugural conference in California on May 26. The Week forms part of the biggest trade drive ever launched by the Board of Trade and the British National Export Council.

SIX MONTHS have elapsed since the establishment of the Trade Drive Office, and it is time to tell you of the progress that we have made and of some of the more specific measures that we have adopted in order to help exporters increase the United Kingdom share of the Californian market.

Over the past few months California, like the rest of the United States, has had some slight setback to its previously uninterrupted growth. In California these setbacks have been particularly evident in the aerospace industry and have been highlighted by the financial difficulties of Lockheeds and other aerospace manufacturers. The result has been a higher rate of unemployment in Southern California and a downturn in business activity over the past two months, although the estimated level of business activity is still almost 7 per cent ahead of that for a year ago. Inevitably expert opinions differ on the likely duration and effects of the present economic situation but it is safe to say that the majority of commentators consider that the problems are temporary rather than long-term, the resilience and diversity of the Californian economy will prevail and that the economy of the State will resume its pattern of growth probably by the end of this year.

Importance of long-term planning

In the capital goods field especially, long-term planning is in any event all-important and relatively small changes in economic activity cannot and should not affect future plans. We are trying to relate our knowledge about the local market to the response of British industry to a questionnaire which was issued by BNEC last summer and to the Board of Trade's knowledge of United Kingdom firms selling in the United States. We have embarked upon a series of market assessments which we are feeding back to the Board of Trade and to the BNEC and which will be available to you over the next 6-9 months (some of the subjects covered are listed at the end of the article). These assessments will be distributed as they become available through the Board of Trade's Export Intelligence Service and also to all relevant firms who have expressed interest in the Trade Drive. They will also be available on application to Mr. E. V. Yeo of the Board's Export Services Division at Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757). If these assessments arouse your interest in the market – as I hope they will – there are a number of ways in which you can pursue it.

Firstly, of course, you can always come out here under your own steam and make some detailed investigations on the ground in the particular market sector in which you think you have a chance of selling. Before doing so, however, I would advise you to consult the excellent facilities available in the Board of Trade and their Statistics and Market Intelligence Library which will provide you with a great deal of useful background information and thus enable you to target your visit more precisely. BNEC can help you here, too. We cannot deal effectively with the British businessman who just turns up on our doorstep unannounced. So let the Board or one of their Regional Offices know you are intending to come and indicate the help you require. We will then be able to give much more effective assistance.

If, however, you would prefer to take advantage of the financial facilities which the Government is able to put at your disposal you may wish to consider joining a suitable trade mission. There are especially good terms for missions which are spending at least five days in California, and BNEC will be able to give you full details. As a mission member you are free to follow your own itinerary, though we would like to see you at the beginning of your visit to tie up any loose ends and to brief you on the local scene.

A third possibility, for which there is also government assistance, is to exhibit in a suitable trade fair. If you would like to find out more about either missions or trade fairs, contact either your nearest Regional Office of the Board of Trade or the Board at Hillgate House. And if you want to satisfy yourselves that this kind of approach to the market is effective why not have a word with someone who has already been here on a mission? Brian Masters of the California Trade Drive Office of BNEC (6-14 Dean Farrar Street, London, S.W.1, Tel. 01-930 3121) can put you in touch with businessmen in your area who have been there earlier this year.

British Week in San Francisco

If you are a manufacturer of consumer and consumer durable goods your immediate interest will probably be in the British Week in San Francisco which is due to take place from October 1 to October 9 next year. To cover this area of activity we are already producing no less than 26 market assessments on specific subjects (which are listed at the end of this article) and these – like the ones on capital goods – will be distributed over the next few months to firms which are already on the Board's mailing list. They will also be available on request from Export Services Division (again Mr. E. V. Yeo). Later on, the British Week Office in San Francisco will be producing opportunity lists arising from their market officers' visits to individual stores in the area and these should help you to discover what sort of products are likely to be in demand by retail outlets in the target area in San Francisco when the British Week is on. The Week offers a great opportunity to increase sales in the San Francisco area but we would

(*Continued on next page*)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

TARGET CALIFORNIA, *continued*

not wish you to forget the very sizeable market which exists in Southern California, especially in the Greater Los Angeles area.

I have outlined some of the ways in which we can help you. The facilities that we are offering do not make selling easier, but they do help to get to the market place and to specific buyers. There are seldom any short cuts to success in this market and, viewed from the West Coast, Britain is very small and very far away. Even greater effort is necessary therefore to convince your buyer that despite these problems of distance and time your deadlines can be met. Effort and commitment is necessary but the rewards can be very great.

MARKET ASSESSMENTS

Consumer goods

Jewellery
Carpets
Boats and sailing accessories
Automobile and motorcycle accessories
Sports and leisure equipment including bicycles
Footwear
Cosmetics and toiletries
Fabrics
Apparel
Housewares, cutlery, silverware
Toys and games
Hi-fi equipment, radio and TV
Domestic electrical appliances
Garden tools
Food and confectionery
China, earthenware and glassware
Domestic furniture
Leather goods
Domestic hand tools
Domestic decorative lighting
Books
Art and antiques
Clocks and watches
Smokers' accessories
Beer, wines and spirits
Giftware

Capital goods

Disposable tools
Packaging and bottling machinery
Electronics
Scientific instruments
Machine tools
Plastics machinery
Pumps and valves
Agricultural machinery

Apparel conference for 'Target California'

MR. ARTHUR SAVAGE, Director of Special Events, Fairs and Promotions Branch, Board of Trade, was one of the principal speakers at a conference in London on May 20. The conference, organized by the BNEC Apparel Group, was attended by some 200 representatives of the clothing manufacturing industry and was designed to explain some of the especial factors which faced would-be exporters to California.

Mr. Savage said that the prospect of immediate sales, re-orders, and a spread wider than the City of San Francisco alone was open to British firms who were prepared to take advantage of the background provided by the British Weeks.

'We and our associates will set the scene. We hope and expect that within that scene British suppliers will find it easier to sell their goods.

'We have established a British Week Office in the city. Their many tasks include visiting every shop that could possibly deal in British goods. They will send back information that will be made freely available to you. We have asked our friends at the BNEC to help organize outward missions for sellers (on specially favourable terms) and inward missions of American buyers. We have asked the Clothing Export Council to make proposals for spectacular fashion shows in San Francisco during the British Week – in circumstances where members of the audience can, generally speaking, go right out and buy from a local store whatever strikes their fancy.

'We are encouraging the spread of information about the business houses in London that buy for the principal San Francisco Stores.'

Mr. Savage said that he had no intention of lecturing any British supplier about how he should conduct his business, but he would like to suggest how things would appear when the British Week opened.

'Accept, please, that we will have persuaded all the department stores and some hundreds of speciality shops to take some part in the Week. They will bring British goods to the forefront and will be decorated with our display material. The main streets will be specially decorated too. The publicity media – press, television and radio – will give full coverage. Paid advertising by British suppliers will, in some circumstances yet to be worked out, qualify for Government subsidy.

'There will be very distinguished visitors from Britain, an impressive opening ceremony, and all sorts of social functions.'

There would, Mr. Savage said, probably be London buses running in the downtown area, British military bands, a naval visit, a pop group, Highland games and other sporting events. There would certainly be at least one major cultural feature like ballet, symphony orchestra, Shakespeare or an art exhibition.

'Centrally we will expect to feature,' Mr. Savage continued, 'an English Inn, the City of London pavilion, room-settings, books and periodicals, carpets and wool textiles, displays of British inventions and industrial designs. Feature and documentary films will be shown.

'And every opportunity will be afforded for individual firms or groups to show the flag on their own account at their own expense.

'For all this we have got the support of the Governor of California, the Mayor of San Francisco and (in a way more important) the people who control the shops and stores. On May 26 we launch it before an important audience in San Francisco. We shall do so with every confidence that this British Week will be one of the best and biggest. We can and will set a good scene. But it is meaningless unless you choose to take advantage of it.

'Whether you simply call on a London buying house, or undertake some spectacular and costly action of your own 8,000 miles away, is your business entirely. But we hope you will do something to ensure that your brand is not missing when the British Week at San Francisco opens in October next year. Together with our associates of the BNEC and the CEC we at the Board of Trade stand ready to offer all the help we can.'

Other speakers included representatives of leading British clothing manufacturers and three of the major American Store Groups, BNEC and the Clothing Export Council.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Ministerial meetings of EFTA Councils—Communique

THE FOLLOWING is the complete text of the Communique of the Ministerial meetings of the EFTA Councils at Geneva on May 14 and 15. A brief extract dealing with the United Kingdom import deposit scheme was published in last week's *Journal*, page 1376.

'The EFTA Council and the Joint Council of EFTA and Finland met at Ministerial level in Geneva on May 14 and 15, 1970, under the Chairmanship of Mr. V. Xavier Pintado, Secretary of State for Commerce of Portugal. In the name of his colleagues the chairman welcomed Mr. Gylfi Gislason, Minister of Commerce, as the first representative of Iceland to attend an EFTA Ministerial meeting since his country joined the Association on March 1, 1970. The Icelandic Minister expressed his Government's satisfaction at Iceland's membership and its hope that this would prove to be to the benefit of all members.

'Noting that May 3 this year had been the tenth anniversary of the entry into force of the Stockholm Convention, the Councils expressed satisfaction with the progress that had been made during the ten years. The removal of tariffs and quantitative restrictions within the first six-and-a-half years of that period coupled with other measures taken in the non-tariff field, particularly the efforts designed to secure conditions of fair competition, had greatly stimulated the trade of the Member countries.

'Ministers noted that, in the ten years in which the total trade of the eight countries had doubled, their trade with each other had almost tripled. They agreed that this expansion had contributed to the prosperity of the hundred million people in EFTA. They were also convinced that their participation in the Free Trade Area had helped to prepare their governments and their economies for participation in a wider European market.

'In the EFTA Council, with the Finnish Foreign Minister taking part in a personal capacity, Ministers held a full discussion on the prospects for European integration. They warmly welcomed the outcome of the Hague Conference of Heads of State or of Government of the Member States of the European Communities, in particular their agreement that negotiations should be opened between the Community and the States seeking membership, and that as soon as these negotiations had started discussions should begin with the other EFTA States that had sought them. This conference and the subsequent developments had greatly improved the prospects of making progress towards wider European integration.

'Ministers recalled their communique of April 1967, and reaffirmed their strong interest in safeguarding, as an important part of an enlarged European Community, the free market already established in EFTA.

'Ministers were fully prepared for negotiations and discussions to start as early as possible this summer; it was their firm conviction that the best solution would be that they should be brought to finality simultaneously.

'Ministers agreed that in the course of the negotiations and discussions there would be a continuing exchange of information and consultation between the EFTA countries. They also agreed on a procedure to this end.

'Ministers also noted with satisfaction the continuing progress made towards co-operation in the technological field and at the European Patent Conference.

'After reviewing the dangers inherent in the present world trade situation, EFTA Ministers pledged their best efforts to maintain the high degree of trade liberalization hitherto achieved. They agreed that it was essential that the results of the Kennedy Round should be fully implemented; they further agreed that any movement towards protectionism should be resisted. They reaffirmed the support of their governments for the valuable work being done in GATT, which they hoped would lead to new endeavours to reduce further the barriers to world trade. Ministers emphasized the importance of increased possibilities for the expansion of trade between Western and Eastern European countries. They stressed the need for active progress towards the solution of the trade problems of the developing countries in the perspective of the Second United Nations Development Decade.

'Minister agreed to consider practical possibilities for further improvement in the conditions for intra-Area trade in agricultural products.

'Ministers noted with satisfaction the great improvement in the United Kingdom balance of payments in recent months and urged the early abolition of the import deposit scheme. In reply the President of the Board of Trade pointed out that the level of deposits had twice been reduced in the last six months and was now three-fifths of its original level. Moreover, travel allowances had been increased to an extent which virtually amounted to the abolition of the restriction. While it was necessary to proceed with some caution he could assure the Council that his Government had no intention of renewing the import deposit scheme when the existing legislation expired at the beginning of December. Ministers welcomed this assurance and expressed the hope that the scheme would be dismantled even earlier and as a matter of priority.

'Ministers noted the text of a convention for the mutual recognition of inspections in respect of the manufacture of pharmaceutical products. The aim of this initiative taken by EFTA countries is to contribute to the removal of trade barriers through the reciprocal recognition of inspections made by national health authorities. Ministers approved the work so far undertaken on this and encouraged an early acceptance of the convention by the Member States of EFTA.

'The next ordinary meeting of the Councils at Ministerial level will be held in Geneva in November.'

Board of Trade regional officers seen at a seminar at Hoover Ltd.'s export headquarters recently. It was part of a study course which these officers are undertaking in the practical problems of exporters and of the help which the Board of Trade can give. Seen addressing the group is Mr. W. M. Thompson, associate director Afro-Asian division, Hoover Ltd., Export, and standing is Mr. J. T. Rook, marketing services manager.

From left to right: Lord Hayter, chairman of the Australian and New Zealand Committee of the British National Export Council, London; Mr. John Greenfield, president of the British Trade Association of New Zealand; and Mr. H. C. Lang, Secretary to the Treasury, New Zealand Government. They were photographed together in Wellington at the British Trade Association lunch on May 7 for Lord Hayter, who talked of future British trade links with New Zealand.

European components service reports £1.8 million orders

THE ANNUAL REPORT of the British National Export Council's European Components Service shows that firm orders placed in the past four years add up to some £1.8 million of which £1.4 million has come in the past 12 months. Inquiries worth £20 million have been passed to British potential suppliers.

When the Service was founded by the Export Council for Europe in 1966 it concentrated on the German automotive and aerospace industries. It is now extending its operations to bringing buyer and seller together to Switzerland and Belgium. It is also introducing a training scheme for young graduate engineers who aim to make their careers in export marketing. To start with, four trainees are being selected from industrial companies to work with ECS for 18 months. The companies will continue to pay their trainee's salary and will make a contribution of £500 towards his travelling expenses. BNEC will contribute approximately a further £1,000 for each trainee.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 10.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
03.03	Oysters in shell other than of the kind Ostrea Virginica	Seed oysters	August 1, 1970	11136
29.02	1, 1, 1, 2-Tetrachloroethane	As in previous column	December 31, 1970	13448
28.24	Cobaltous hydroxide	Cobalt hydroxide	December 31, 1970	13064
29.14	*sec* Butyl chloroformate	As in previous column	December 31, 1970	13451
29.31	Di - (4 - hydroxyphenyl) sulphone having a melting point not less than 236° centigrade	4, 4' - Dihydroxy - diphenyl sulphone	December 31, 1970	6829
29.34	Tricyclohexyltin hydroxide	As in previous column	December 31, 1970	13452
84.59	Diaphragm motors, for use with hydraulically operated gas flow regulators, consisting essentially of a chamber of two metal sections bolted together and enclosing an indicator and a diaphragm, a diaphragm plate and master piston for actuating the slave system of the regulator through a hydraulic linkage.	Diaphragm motors	December 31, 1970	10943

NOTE. *Amendment of Definition:*

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of circular can ends which was advertised in the *Board of Trade Journal* dated May 6, 1970, to the following:

'73.40 Circular can ends of tinplate, of a thickness of not less than 0·2 millimetre nor more than 0·24 millimetre, of an overall diameter of not less than 81 millimetres nor more than 83 millimetres, lacquered on one side or on both sides and having a curled edge.

Removal of export licensing control on potatoes

TEMPORARY EXPORT CONTROL on potatoes is being removed on June 1, 1970, in accordance with the undertaking given when the control was introduced in December, 1969. This temporary export control was introduced to safeguard the supply of potatoes for human consumption to the home market this winter and spring.

Copies of the Order giving effect to this change in export licensing control, the Export of Goods (Control) (Amendment No. 3) Order, 1970, will be available shortly from HMSO, 49 High Holborn, London, W.C.1, and branches (price 4d. each) or by post from HMSO, PO Box 569, London, S.E.1 (price 8d. each).

Petroleum Industry Training Board reconstituted

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has reconstituted the Petroleum Industry Training Board for a further three years from May 18. This is the Board's second term of office.

Mrs. Castle has appointed Mr. E. F. Choppen to succeed Mr. G. H. Herridge, as chairman. She has now named 14 other members. These include two new employer members: Mr. J. L. Deal and Sir Nevil Macready, Bt.; and four new employee members: Mr. G. E. Delve, Mr. A. McBride, Mr. W. John and Mr. W. J. Walsh. One employee and one educational member are still to be named.

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

(1) Proposed acquisition by The Distillers Company Ltd. of Tomatin Distillers Company Ltd.

(2) Proposed merger between Forte (Holdings) Ltd. and Trust Houses Group Ltd.

New address for Official Receiver, Southend

THE INSURANCE and Companies and Bankruptcy Department of the Board of Trade announce that the Official Receiver in Bankruptcy in Southend has moved with effect from May 16 to 2nd Floor, Colman House, Victoria Avenue, Southend-on-Sea, SS2 6DU. Tel. No. (unchanged) 070 2 41316/7.

New Director-General of civil aircraft development

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has authorized the appointment of Mr. F. O'Hara as Director-General of Civil Aircraft and General Services Research and Development, in succession to Mr. D. E. Morris, now Scientific Adviser (Civil Aviation), Board of Trade.

The appointment took effect on May 18.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	April 27, 1970	
999,329	The Trane Company	Method and apparatus for mixing a plurality of fluid streams.
1,037,663	Coal Industry (Patents) Ltd.	Improvements in mineral mining installations.
1,047 028	Societe d'Etudes de Recherches et d' Applications Scientifiques et Medicales E.R.A.S.M.E.	5 acetamidosalicylamide derivatives.
1,052,983	Mineralimpex Magyar Olaj-Es Banyatermek Kulkereskedelmi Vallalat.	Dispersions.
1,054,355	Amazonen-Werke H. Dreyer	Centrifugal fertilizer spreaders.
1,055,537	Karl Vockenhuber	Arrangement for the synchronous recording of images and sound.
1,112,918	Georges Coppel	Post and sleeve assemblies.
1,114,066	The Trane Company	An improved cooling plate.
1,128,652	Coal Industry (Patents) Ltd.	Control of mineral mining machines.
1,157,598	Wolfgang Kaiser	Arrangement for bring about nuclear fusion reactions.
1,164,979	Etablissements Lachaussee	Means for transporting objects between two stations.

Number	Grantee	Subject-Matter
	May 4, 1970	
809,529	Jaguar Cars Limited	Improvements in and relating to the cooling of internal combustion engines.
1,017,964	Ishikawajima-Harima Jukogyo K.K.	Improvements in or relating to methods of increasing the capacity of a ship or like vessel by converting the same to a vessel of larger size or displacement.
1,021,072	Automotive Products Company Limited.	Improvements in and relating to the packing of articles.
1,028,538	Franz Clouth Rheinische Gummiwarenfabrik AG changed to Clouth Gummiwerke AG.	An emptying device for containers for bulk material.
1,048,225	Shin Nipon Chisso Hiryo K. K. changed to Chisso Corporation	Acetone-insoluble polymeric methyl methacrylate.
1,049 436	Brown, Boveri & Company Limited	Encased high voltage apparatus.
1,134,131	Daniel Rene Philibert	Improvements in electric vibration-producing motors.
1,145,105	Reynolds Metals Company	Alumina production.
1,149,476	Heinrich Huppmann	Clarifying tun for filtering brewers' yeast.
1,150,842	Rotenburger Metallwerke GmbH	Arrangement for removing branches and bark from felled trees.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patent Office.

Public inquiry into loss of Fraserburgh lifeboat

THE PUBLIC FORMAL Investigation into the capsizing of the Fraserburgh lifeboat 'The Duchess of Kent' will open on Monday, October 5, 1970, at the Sheriff Court House, Aberdeen, before Sheriff Archibald Hamilton, assisted by three Assessors.

'The Duchess of Kent' capsized in the North Sea on January 21, 1970, while answering a call for assistance from a Danish fishing vessel. Five members of the crew of six were lost.

A formal investigation into the disaster was ordered by Mr. Goronwy Roberts, Minister of State, Board of Trade, on March 25, 1970, under section 466 of the Merchant Shipping Act, 1894.

German firm to expand in Ulster

MR. ROY BRADFORD, the Northern Ireland Minister of Commerce, has announced that Farbwerke Hoechst, the West German chemical complex employing 98,000 people throughout the world, has decided on a major development of its polyester fibre plant at Limavady, County Londonderry. The expansion will cost £2¼ million and will provide about 200 new jobs.

CoID Design Awards 1970 and the Duke of Edinburgh's Prize for Elegant Design

TWENTY-ONE products won 1970 Design Awards this year. The awards, were announced on May 22, by the Duke of Edinburgh during a ceremony at Heathrow Airport, London, at which he presented certificates to the award-winning manufacturers. Prince Philip also presented a certificate to Mr. Patrick Rylands, who has been awarded this year's Duke of Edinburgh's Prize for Elegant Design for his designs for a range of plastic toys.

Eight awards, chosen from 234 submissions, were made for the capital goods section. They were for:

Computers made by International Computers Ltd., Putney.
Forklift trucks 'Boss' Mark III range made by Lancer Boss Ltd., Leighton, Buzzard.
'Autotest' automatic electronic test equipment made by Marconi Instruments Ltd., St. Albans.
The McArthur microscope made by Dr. John McArthur, Landbeach, Cambridge.
Model TP30 top pan balance made by L. Oertling Ltd., Orpington.
Dualform press made by the Press & Shear Machinery Co. Ltd., London, N.W.10.
'Wee Chieftain' Mark III boiler made by John Thompson Cochran Ltd., Wolverhampton.
Container transporter crane made by Stothert & Pitt Ltd., Bath.

The Earl of Snowdon, Anthony Armstrong-Jones, visited Quinton Hazell Ltd., Colwyn Bay, North Wales, during a three day tour of Welsh industry during the early part of May. Quinton Hazell – a £10 million public company manufacturing vehicle replacement components – exports to 146 countries. Lord Snowdon is seen here talkings to Mrs. Edna Williams who operates a profile lathe, manufacturing special contract components. Her production is primarily for Germany and the United States. Also pictured is Mr. Quinton Hazel (right), the group chairman.

Awards in the consumer goods section were for:

Fabric wallcoverings from the 'Muraweave' contract collection made by Boyle & Son Ltd., Leeds 16.
Selection from the 'Brussels' range of carpets made by John Crossley and Sons Ltd., Halifax.
'Hebridean' range of furnishing fabrics made by Donald Brothers Ltd., Dundee.
Plastics cutlery made by Ekco Plastics Ltd., Southend-on-Sea.
Furnishing fabrics 'Automation' and 'Spiral' made by Heal Fabrics Ltd., London, W.1.
'Opella 500' series plastics taps made by IMI Developments Ltd., Birmingham.
'Apollo' range of ceramic lights and ashbowls made by JRM Design Sales Ltd., London, W.C.2.
Range of storage units made by Kewlox (1969) Ltd., London, E.2.
Hand printed wallpapers made by Osborne & Little Ltd., London, S.W.3.
Coffee table, dining table and chairs made by Plush Kicker Ltd., London, W.1.
'Savannah' solid fuel warm air heating unit made by Redfyre Ltd., Sheffield.
'Star' range of mobile radiotelephones made by Standard Telephones and Cables Ltd., London, W.C.2.
'Hedway' stainless steel signposting system made by Syncronol Industries Ltd., Camberley, Surrey.

See also page 1446 *and* 1447 *for a selection of photographs of award-winning products.*

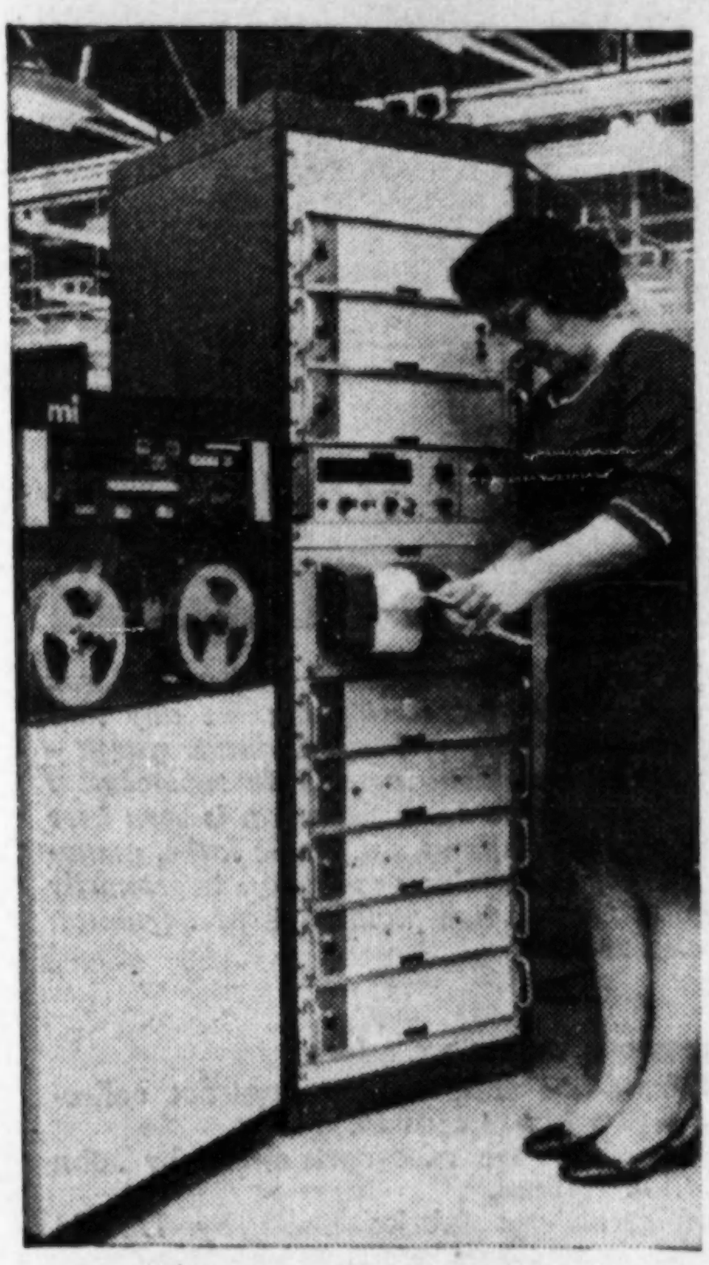
USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).*

CoID Design Awards 1970

Some of the 1970 Council of Industrial Design Awards and the Duke of Edinburgh's Prize for Elegant Design.

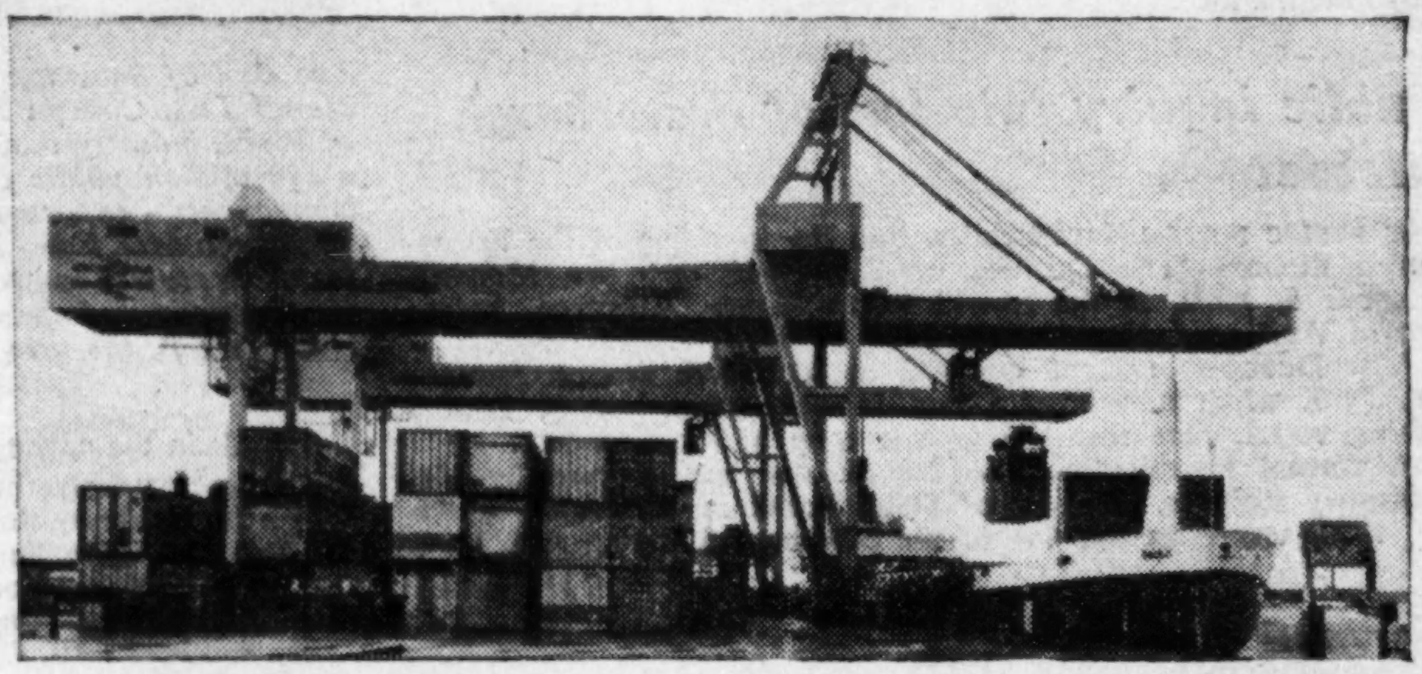
CAPITAL GOODS SECTION



The 'Autotest' automatic electronic test equipment, made by Marconi Instruments Ltd., St. Albans, and designed by the manufacturer's design team. So far 22 systems have been sold, including some to Australia, France, Germany and the USA.

Top pan balance made and designed by L. Oertling Ltd., Orpington, in consultation with John Barnes.

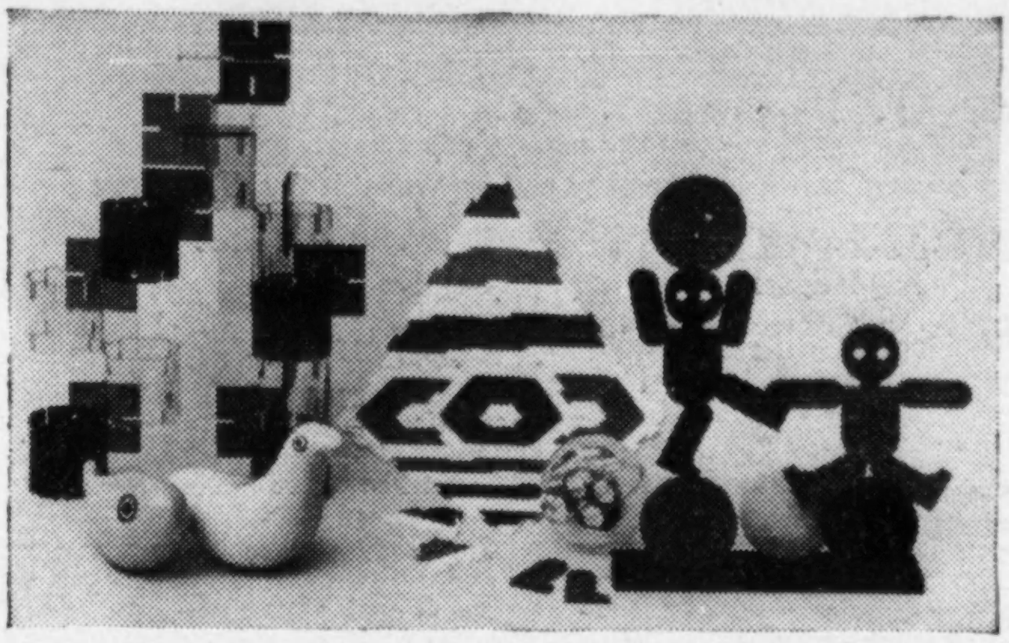
The revolutionary, 4 in. by 2½ in. McArthur microscope made and designed by Dr. John McArthur of Landbeach, Cambridge.



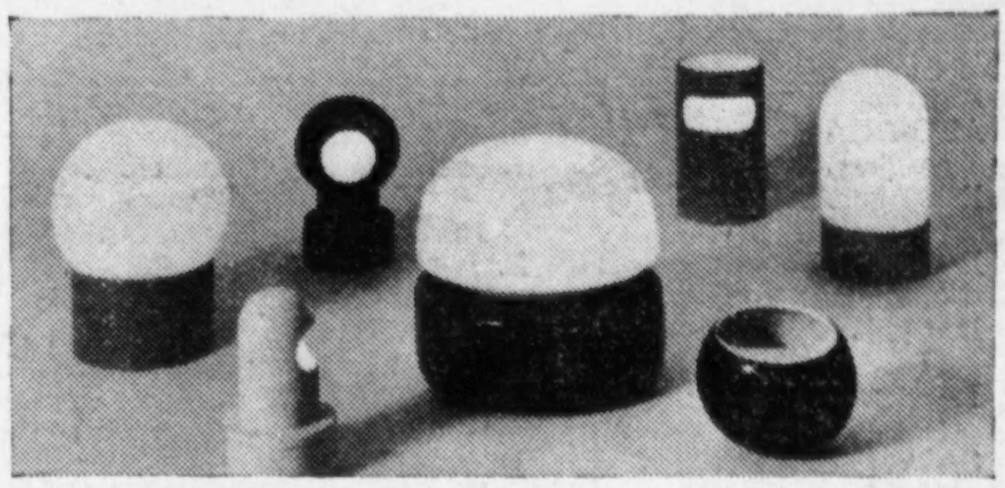
Container transport crane made by Stothert and Pitt Ltd., Bath, and designed by the maker's design team to the specification of the British Rail Board. The two quay-side cranes are seen here at the British Rail Parkeston Quay container port at Harwich. They take 4½ hours to unload and re-load a ship carrying 150 containers and have been designed to deal with three ships and to sort containers during an 18-hour working day. This is Stothert and Pitt's second CoID Design Award.

The 'Boss' Mark III range of forklift trucks made by Lancer Boss Ltd., Leighton Buzzard. Design was by the firm's design team, and industrial design consultants were London and Upjohn of Berkhamsted.

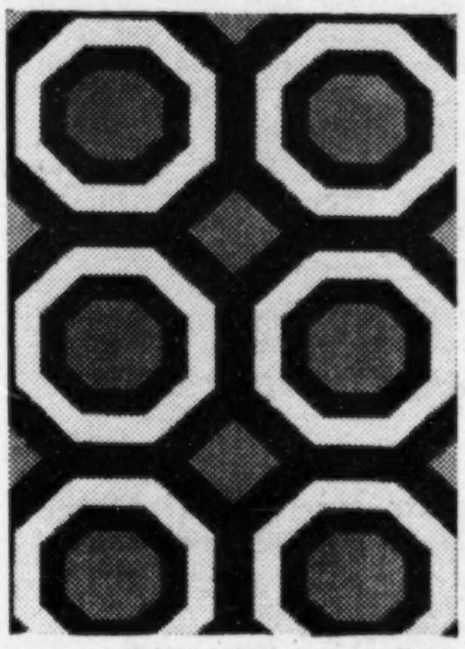
CONSUMER GOODS SECTION



THE DUKE OF EDINBURGH'S PRIZE FOR ELEGANT DESIGN 1970 *was awarded to Patrick Rylands for a range of toys he has designed for Trendon Ltd.*

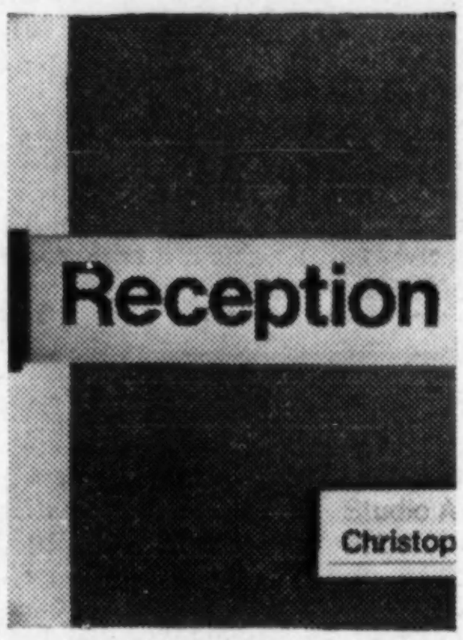


The 'Apollo' range of ceramic lights and ashbowls made by JRM Design Sales Ltd., London. The lights were designed by Martin Hunt and James Kirkwood, and the ashbowls by Helena Uglow.

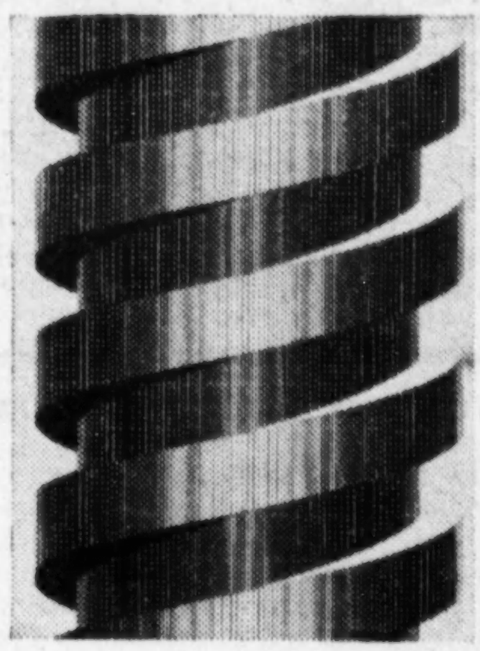


The 'Nice' pattern from John Crossley and Sons Ltd. 'Brussels' range of carpets. Design was by David Hicks, with Colin Royle and John Palmer of Crossleys.

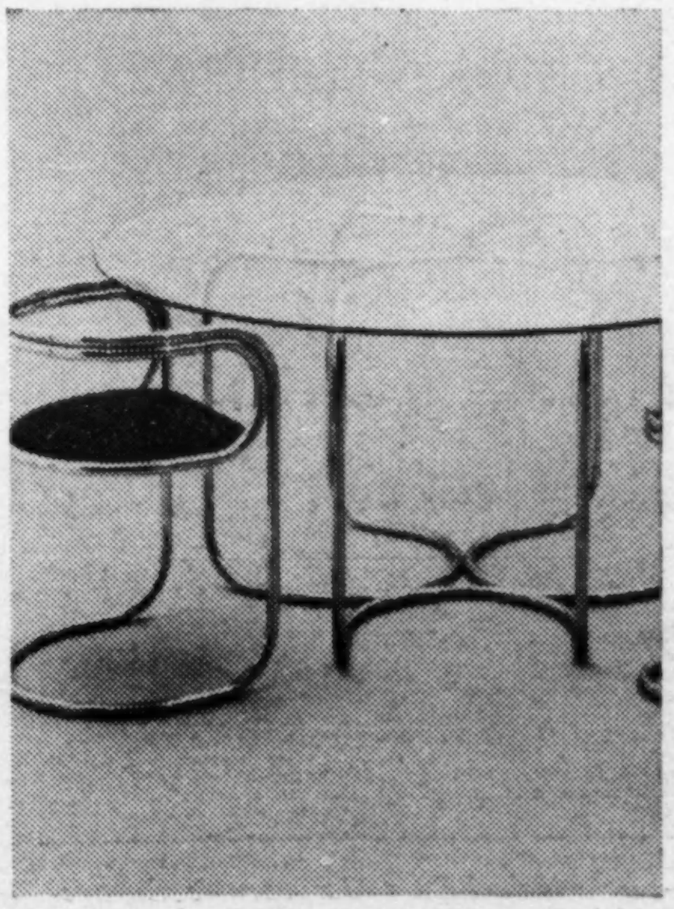
Three-piece set of plastics cutlery, made by Ecko Plastics Ltd., Southend-on-Sea, and designed by David Harman Powell.



'Hadway' stainless steel sign-posting system, made by Syncronol Industries Ltd., Camberley, Surrey, to the design of Holscher and Tye.



'Spiral', one of the two patterns of furnishing fabrics which won an award for Heal Fabrics Ltd., London, and designed by Barbara Brown.



Glass-topped dining furniture designed and made by Plush Kicker Ltd.

'Star' range of mobile radiotelephones made and designed by Standard Telephones and Cables Ltd., London. (Consultant designer, Kenneth Grange.)

Visits by British commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion:

		Available	In present post since
ALGERIA (Algiers)	S. RELTON, First Secretary (Commercial)	July/August	October 1968
INDONESIA (Djakarta)	D. G. PARKER, Third Secretary (Commercial)	July/August	January 1968
IRAQ (Baghdad)	B. HANNABY, Second Secretary (Commercial)	August	May 1968
ISRAEL (Tel Aviv)	T. BRYANT, Second Secretary (Commercial)	August/September	September 1968
PAKISTAN (Dacca)	R. W. BAXTER, First Secretary (Commercial)	August/September	July 1969
SAUDI ARABIA (Jedda)	D. A. HAMLEY, First Secretary (Commercial)	August	September 1969

British firms and organizations, including those in the area covered by the Board of Trade offices for the Eastern Region and London (E, EC, N and WC), and the South Eastern Region and London (NW, W, SE and SW), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Export Director stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 1360 of the *Board of Trade Journal* of May 13, 1970.) Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

British commercial representatives overseas

THE LIST British commercial representatives overseas as published in the *Board of Trade Journal* of April 22, 1970, should be amended as follows:

GERMANY:
BERLIN – *Amend* telex number to 184268 a/b BLN D.
DUSSELDORF – *Delete* Mr. J. M. Fisher and *substitute* Mr. G. C. Simpson.
LIBYA – *Amend* address for BENGHAZI to 36 Sharia Gzeir, Benghazi. (The postal address is unchanged.)
MONGOLIA – *Amend* address to British Embassy, 36 Peace Street, ULAN BATOR (PO Box No. 703.)
MALAYSIA:
KUALA LUMPUR – *Insert* telex number 275 a/b UKIMFR KL.
UNITED STATES:
SEATTLE – *Amend* telephone number to 622-9253.

The Duke of Edinburgh officially opened the £11 million BEA/BOAC freight complex – of which BEA's Cargocentre Europe represents an investment of £6½ million – at London's Heathrow Airport on May 22. All British European Airway's Merchantman Freighters are now being loaded and despatched from the new Cargocentre Europe. Pictures show (left) freight being sorted and coded in Cargocentre and (right) Cargocentre Europe seen from a BEA helicopter.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, MAY 14

Duccio painting and the Board of Trade

Asked whether the Government would now make a statement in view of the assurance by the Minister of State, Board of Trade, on July 15, 1969, in the House (col. 249) that the President was anxious to react publicly as soon as possible to the criticism in the Report of the Parliamentary Commissioner on the Duccio affairs, and in view of the First Report by the Commons Select Committee on this case dated December 3, 1969, Lord Brown, Minister of State, Board of Trade replied that the President of the Board of Trade had noted the Select Committee's acceptance of the finding that complaints of dilatoriness and incompetence on the part of the Board were not justified, and did not think it necessary for him to make a further statement.

United States Government and export subsidies

Lord Brown was asked whether the Government were aware of, and had considered, the United States Government's proposal for the setting up of Domestic International Sales Corporations the declared purpose of which was to subsidize American exporters by means of special tax advantages; and whether this proposed legislation would (a) discourage United States investment in overseas manufacturing companies; and (b) constitute a breach of GATT and be prejudicial to our export trade in markets where we compete with United States exporters. Lord Brown replied: 'We have kept ourselves informed of this proposal, which the United States Administration made public on May 12. Briefly, the scheme would offer to United States exporters the opportunity to defer the payment of taxes on income arising from their export sales conducted from within the United States. It is too early to assess what effect this facility might have upon the investment intentions of United States firms. As to the GATT, I have no doubt that the United States Administration is mindful of its obligations under the Agreement, which prohibits subsidies which enable the export price of manufactured goods to be reduced below the domestic price. We shall watch the development of the proposal and take any action which we think is justified.'

Exploration for uranium

Mr. Anthony Wedgwood Benn, Minister of Technology was asked if he would take further steps to encourage commercial exploration of uranium and other radioactive minerals in this country. He replied: 'As I told the House on March 20, 1968, the Atomic Energy Authority have commissioned the Insttute of Geological Sciences to undertake a reconnaissance survey for radio-active minerals in selected areas of the United Kingdom. But in view of the increasing interest now being taken in mineral exploitation in Britain, I am satisfied that it would also be right to allow exploration to proceed on a wider basis. Section 7 of the Atomic Energy Act 1946 allows me to acquire compulsorily the exclusive right to work radio-active substances without paying compensation. While this power has not been used, it operates as a deterent to exploration for uranium by the mining industry. I am, therefore, taking this opportunity of making it clear that I do not intend to use my powers to deprive mining companies of the opportunity of working any uranium which they may find and for which they may obtain planning consent. Any necessary amending legislation will be introduced when a suitable opportunity occurs.

'A short account of the work of the IGS in each of the areas surveyed will be published in an appropriate scientific journal. Full details will then be available on file at the IGS and will be published in due course.'

FRIDAY, MAY 15

Banks Committee on Patents

Asked whether the President of the Board of Trade had received the Report of the Bank Committee on Patents and if a statement could be made, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied: 'Yes. It will be published as soon as possible.'

Number of civil servants at BoT

Asked what was the total number of civil servants employed by the Board of Trade in 1964, and the annual cost; and what the figures were on December 31, 1968, and the relevant figures on April 30, 1970, Mrs. Dunwoody replied that the staff figure for April 1, 1970, was the most up to date available:

	UK-based non-industrial	UK-based industrial
April 1, 1964	7,761	48
April 1, 1965	9,526	9
January 1, 1969	18,109	781
April 1, 1970	16,520	767

Salaries and related costs on the basis of Annual Estimates were:

1964-65	£12,316,000
1968-69	£30,495,000
1969-70	£31,982,000

There were inter-departmental transfers of work and staff during the period covered by the question. Staff were transferred to the Board of Trade from Ministry of Transport in 1965 and 1969 and from the Ministry of Aviation in 1966. Staff were transferred from the Board of Trade to the Diplomatic Service in 1964, to the British Museum in 1966, to the Ministry of Technology in 1966 and 1969, and to the Department of Employment and Productivity in 1969.

Trading with South Africa

Asked what steps were being taken to increase British trade with South Africa, Mrs. Dunwoody replied that the normal range of export services provided by the Government and BNEC was available to encourage our exports to South Africa.

Answering a further question on what were Great Britain's net exports to, and net imports from, South Africa for each of the years 1964 to 1969, Mrs. Dunwoody replied that the only available figures of exports to and imports from South Africa were those recorded in the trade statistics. These showed that total trade was:

£ million

	Imports cif	Total Exports fob
1964	183	239
1965	181	265
1966	191	247
1967	220	262
1968	272	266
1969	302	293

These figures included revised estimates for parcel post.

MONDAY, MAY 18

The following announcement was made from No. 10 Downing Street on May 18: –

'The Prime Minister has asked Her Majesty The Queen to proclaim the Dissolution of Parliament. Her Majesty has been graciously pleased to signify that She will comply with this request. In order to complete essential financial and other business, the Government have therefore requested Mr. Speaker to recall the House of Commons to meet on Tuesday, May 26, and the House of Lords will also be asked to continue to sit that week.

'Parliament will be prorogued on Friday, May 29. Dissolution will take place on the same day. Polling will take place on Thursday, June 18. The new Parliament will be summoned on Monday, June 29 when the first business will be the election of the Speaker and the swearing-in of Members. The new Parliament will be opened on Thursday, July 2.'

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING

FRIDAY, MAY 15

Emergency instructions for British-registered aircraft

Asked whether a standard set of emergency instructions would be required for British-registered aircraft, Mr. Goronwy Roberts, Minister of State, Board of Trade, answered: 'No. There is no present evidence that greater standardization would serve any useful purpose. Emergency instructions are among the matters inspected by my Flight Operations Inspectorate and so are kept under review.'

Air service for Wales

Asked if a survey could be undertaken of the feasibility of establishing an air service in Wales served by short take-off aircraft, Mr. Roberts replied: 'My Department is always ready to give advice on proposals to improve air services in Wales, but this is primarily a matter for interested airlines to consider.'

NEW EXPORT HANDBOOKS

The Board of Trade has recently issued two Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
June 2-4	Miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)

— **Land Rovers; Austin Gipsys; Austin, Thames, Morris and Bedford vans; Bedford fire tenders**; mobile welding sets and workshops trailers; laundry and bath trailers; radar cabin trailers; earth moving equipment, spares and conversion sets; aircraft equipment; motor cycles; vehicle spares including tyres, batteries, canopies and covers, windscreens and glass; machine tools including lathes, power saws, polishing and honing machines, etc.; electronic test meters and instruments; rescue equipment including axes, ropes, etc.; miscellaneous medical equipment and stores; CLOTHING: greatcoats; battledress coats; tunics; trousers; boots; cotton cloths; blue battledress blouses and trousers; anklets; berets; TEXTILES: rope; cordage; canvas; webbings; rugs; mats, etc.; large assortment of other general stores. .

June 9-11	Road making and heavy haulage equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Heavy duty tractors; recovery vehicles; cranes; excavators; angledozers; hydraulic tippers; fork lift trucks; Land Rovers; dumpers; graders; scrapers; various trailers and tractors; factory trucks; road sweepers; grit spreaders; Bedford fire tenders; signal and radar trailers; coaches; dropside and platform trucks; Bedford trucks, vans, tippers, ambulances; Austin vans; Morris commercial vans and water tankers; Austin Gipsys; Morris Minors, Minivans and Minibuses; Ford Zephyrs and Cortinas; Hillman Huskys; Morris Travellers; BSA and Matchless motor cycles; large quantities tyres, windscreens and glass.

June 25	Miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

Plant and equipment; vehicle spares; extending ladders; rescue and first aid equipment; wooden boxes; electronic and electrical equipment; machine tools including bench and tool grinders; hand presses; guillotines; bending rolls; lathes; flex drives, roller benders, etc.; beds; various chairs, tables, desks, etc.; rugs; carpets; mats; towels; haversacks; kitchen and dining utensils; crockery; manila, sisal and wire rope and large quantities of other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Vertical and horizontal borers; pedestal and radial drills; surface and tool grinders; capstan, turrent and centre lathes; horizontal and universal millers; sawing, slotting, shaping, planing, sheetmetal and woodworking machines, etc. Located at Devonport, Devon. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1V 6HE. Tenders must be returned by 10 a.m. June 25, 1970.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
June 2	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

REDUNDANT PLANT WANTED:
Machine tools, sheet metal machinery, foundry and forging plant, air compressors, cranes and lifting equipment, electric motors, transformers, switchgear etc.
Specialists in difficult dismantling operations.
Prompt inspection and settlement.
C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

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Before the end of 1971, the last warship leaves the Naval Base at Singapore. Will South East Asian markets continue to buy British? What are the prospects for our exporters? The Hongkong Bank Group, with its world-wide network and chain of branches throughout South East Asia, have been looking at the pointers–and have published them in a special booklet available to you. This information can be supplemented by considered forecasts and marketing information–not only from Singapore, but from any of the 28 countries where the Hongkong Bank Group have branches.

Write for the special booklet on Singapore to the address below.

THE HONGKONG BANK GROUP

9 Gracechurch Street London EC3

Letters of appreciation

Below is a selection of extracts from letters of appreciation received from United Kingdom companies by official posts overseas and the Export Services Division of the Board of Trade.

AUSTRIA

I would like to thank the various members of the Embassy who so readily were forthcoming with help and assistance during my recent visit with the British Hosiery and Knitwear Export Group.

Although we are already represented in Austria and have many established accounts, it is reassuring to know that the power of the Embassy and the assistance that the various departments can give are readily available.

From the orders, sample orders and inquiries taken during my visit to Austria we are sure that very good business will ensue.

B. H. Chell, director,
Brian Chell Ltd.

BELGIUM

Many thanks for your letter enclosing a lot of worthwhile information. You certainly have been doing some homework on our behalf.

Tomorrow, I am leaving for Holland and shall have a week in that country followed by a few days in Belgium. During this latter period, I hope to make contact with you and let you know the current position.

R. G. Marshall, sales manager, Radiotherapy Division,
T. E. M. Instruments Ltd.

SWEDEN

I am sure you will be pleased to learn that as a result of your introductions to Mr. —— of ——, and the follow-up by us this has now resulted in business being confirmed between them and Bemrose which in the first year is estimated at more than £10 to £15,000.

In addition to the business which has been established between these two companies through meetings with —— we have now been able to assist that company in finding a British manufacturer able to produce for them a range of items which it is intended to re-sell back into Sweden and other parts of Scandinavia. The initial order for tools and preliminary orders is valued at around £25,000.

A. J. Whysall, director,
Wyvern Export Promotions Ltd.

FEDERAL REPUBLIC OF GERMANY

May I now repeat the comments of our treasurer during the closing party and say that the growth in British boating sales to northern Germany during the year will in no small measure, be due to your help and encouragement.

Thank you for your support and assistance. It made my job very much easier.

P. V. Wagstaffe, assistant secretary,
The Ship and Boat Builders National Federation.

SPAIN

Mr. Montgomery and I would like to express to you our sincere thanks for the most valuable information and assistance which you gave to us during our visit to Bilbao. We have now a number of valuable contacts, and feel confident that we will be able to select a suitable company to appoint as our agents.

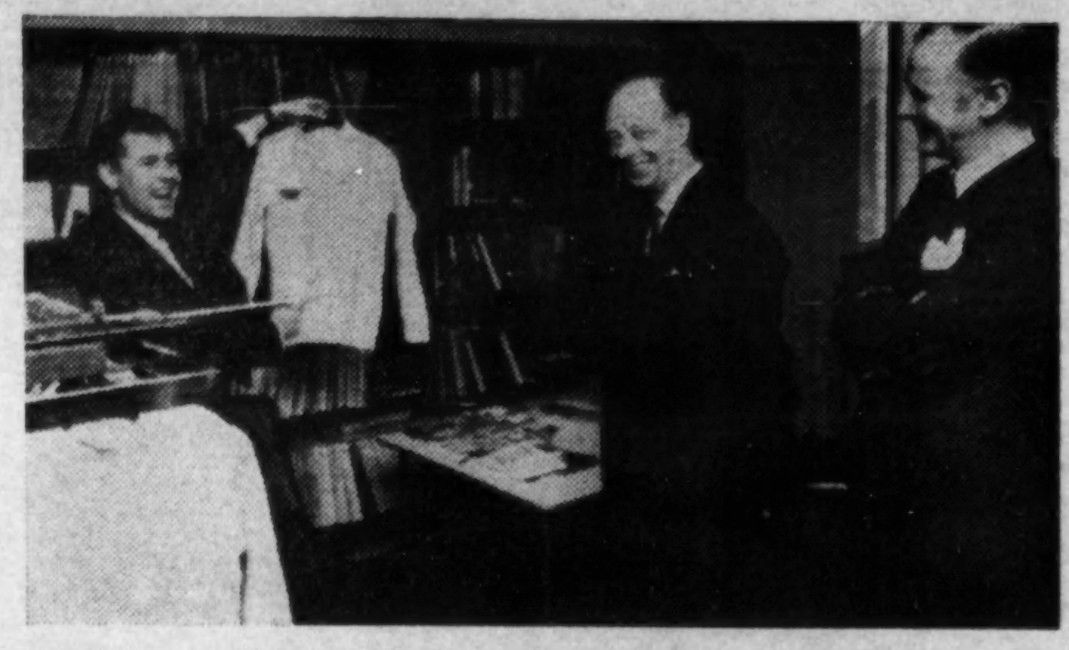
M. S. M. Thomson, director,
Peter Thomson (Perth) Ltd.

ITALY

Thank you very much for your helpful and courteous letter and for the information you have given on the subject of Mercure Aircraft sub-contracting. We have not yet given up hope of obtaining a small slice of this cake and we will be contacting ——— as suggested.

Once again I would like to express my appreciation of your prompt and helpful action.

M. Howard, commercial manager,
Short Brothers & Harland Ltd.



During a recent Leicester Chamber of Commerce visit to Oslo, Mr. T. F. Brenchley (centre), British Ambassador to Norway, and Mr. G. A. Grossley, Commercial Counsellor (left), admire garments displayed by Mr. Martin Green of Southern Queen Knitwear Ltd., a delegate with the mission.

GREECE

I very much enjoyed meeting you during my recent visit to Athens, at the demonstration of the D.205 at the Marika Iliadou Maternity Hospital.

As you know this demonstration would not have been possible had it not been for the most valuable help given to me by your Department earlier in the day to facilitate the temporary import of a demonstration D.205. I would like to place on record my appreciation and thanks for the extremely prompt and efficient help we had from your department to such good effect with the airport authorities.

It would appear that there is, in fact, a very promising market for our equipment, which I hope will be to our mutual benefit.

K. A. Wheeldon, director,
Sonicaid Ltd.

SOUTH AFRICA

I am pleased to be able to report that as a result of my visit to South Africa our company has decided to increase its efforts in this market and we are hopeful of being able to increase exports by approximately 100 per cent for this coming year.

I would like to add that the help and assistance given by the members of the Trade Missions abroad were extremely useful and as such I have nothing but the highest possible regard for members in all of your offices overseas.

R. H. Elsender, export manager,
Herbert Terry & Sons Ltd.

ANGOLA

Without doubt, the highlight of the trip, in terms of co-operation, organization, and hospitality, was the visit to Luanda, and I would like to add my sincere thanks to many I am sure you have already received for your part in making the visit worthwhile from a business angle, and memorable from a personal viewpoint.

G. J. Brant, director, Export Sales Department,
York Trailer Company Ltd.

MALAWI

I would like to express my gratitude to you and your staff for the very considerable help you rendered in arranging such splendid accommodation and hospitality for our meeting with the road engineers in Blantyre last month. I thought the arrangements excellent and the hospitality most generous. Furthermore, I am quite sure that when one is able to maintain the interest and attention of people because they are comfortable and being well looked after, one's task in selling an idea or something new is made that much easier.

My sincere thanks for your help and co-operation. I am sure that this sort of thing does much to assist in the promotion of exports.

J. M. Gifford, export sales manager,
Aveling-Barford Ltd.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	–39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	–47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	311	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	–72	–100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	–14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	– 6	– 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	–24	– 9	– 1
4th quarter	120	124	146	146	114	103	137	144	149	126	134	163	97	15	28
1970															
1st quarter		125 p				103									–41
1969															
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February		125 p				104									
March		127 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
			Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year	at 1963 prices	at 1958 prices						Series in thousands			4 983	4,365	
1964	119	124	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–393
1965	123	121	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 81
1966	118	105	116·5	3·9	110·2	107·3	168·3	323	255	24,834	119	122	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	121	–322
1968	108	129	125·0	4·7	120·5	112·4	187·3	541	188	24,319	159	150	–309
1969	117	124 p	131·8	5·4	125·0	115·9	197·4	535	200		167	169	366
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	544	176	24,363	158	146	–113
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	541	185	24,321	158	142	–109
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	547	189	24,276	161	154	– 15
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	532	202	24,316	160	159	– 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	519	202	24,277	169	167	68
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	547	200	24,205	168	173	135
4th quarter	117	124 p	133·7	5·1	127·3	118·0	201·6	544	199		169	177	140
1970													
1st quarter	122 p	125 p	136·2	5·0	130·1 p	120·4 p	208·9	561	192		172	180	
1969													
November	117	124 p	133·5	5·4	127·5	117·9	200·8	538	197		168	179	
December	117	124 p	134·4	4·7	128·4	118·6	205·0	550	200		170	177	
1970													
January	120 p	127 p	135·5	5·0	129·4	119·5	206·5	558	195		167	182	
February	118 p	126 p	136·2	4·9	130·0	120·5	209·4	557	192		172	174	
March	122 p	125 p	137·0	5·1	130·8 p	121·2 p	210·9	567	188		176	185	
April			139·1	5·6	130·5 p	121·6 p	211·2	567	188		181 p	187 p	
May								561 p	187 p				

† Not seasonally adjusted. ‡ Including re-exports

Index of industrial production for March

THE PROVISIONAL index of production for March 1970, prepared by the Central Statistical Office, is 127 (seasonally adjusted). For manufacturing industry alone the figure is 129.

For the three months January 1970 to March 1970, it is provisionally estimated that production as a whole was 0.8 per cent higher than in the preceding three months, October to December. 1969, for manufacturing industries alone there was no change.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries							
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	96	112·4	105	103	109	115	117	113	115	120	109	95	114	117
1966	113·2	90	114·2	109	107	112	122	123	116	123	122	121	93	112	110
1967	113·9	83	114·2	111	109	115	116	130	116	123	123	129	90	106	105
1968	119·8	85	121·4	116	112	122	126	140	122	125	135	137	87	117	113
1969	122·9	80	125·5	119	116	125	139	149	127	131	147	144	85	118	119
1968 1st quarter	118	87	118	114	111	120	116	136	119	123	135	135	87	110	111
2nd quarter	119	85	120	112	109	118	126	138	121	125	132	140	88	112	114
3rd quarter	120	84	122	117	113	124	133	141	124	126	137	138	87	121	114
4th quarter	122	84	124	117	113	124	131	145	126	129	135	137	85	124	115
1969 1st quarter	122	81	124	115	114	117	140	144	124	127	146	142	85	113	121
2nd quarter	123	80	126	118	115	125	137	148	127	132	151	142	86	120	120
3rd quarter	123	80	126	119	115	128	140	152	129	132	151	149	85	122	117
4th quarter	124	76	127	123	120	128	141	153	128	134	141	144	86	118	119
1970 1st quarter p	125	81	127	122	118	130	154	149	129				86	117	120
1969 October	122	69	126	123	119	130	140	158	126	132	151	148	86	111	115
November	125	80	128	123	120	129	142	150	131	136	142	146	86	123	124
December	124	81	127	122	120	125	140	151	126	135	130	139	86	120	118
1970 January p	123	80 r	125	122	117 r	131 r	149	149 r	124 r	125 r	148 r	138 r	85	124	110
February p	125	81	127	122	118 r	129	160	148	128	135 r	144 r	144 r	86	115	121 r
March p	127	81	129	123	120	128	152	150	134				86	112	130
October-December (av.)	124	76	127	123	120	128	141	153	128	134 †	147 †	150 †	86	118	119
January-March (av.) p	125	81	127	122	118	130	154	149	129	132 †	141 †	140 †	86	117	120

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Brick, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118	120	113	108	108	104	107	117	121	110	113	111	117	114	112
1966	111	112	108	107	108	102	106	116	118	112	110	115	120	115	117
1967	105	105	104	103	105	90	101	120	124	112	111	114	123	119	121
1968	111	111	111	113	119	93	104	127	130	122	118	118	135	122	128
1969	114	116	109	116	123	94	103	128	127	129	111	123	142	119	136
1968 1st quarter	106	107	104	110	115	91	104	126	130	119	122	118	130	121	130
2nd quarter	109	110	108	112	118	94	103	127	130	122	115	117	133	123	125
3rd quarter	112	112	110	114	121	94	104	126	129	120	119	118	137	122	128
4th quarter	115	115	112	116	123	95	104	130	132	127	119	120	140	123	129
1969 1st quarter	114	115	112	115	122	97	104	128	126	132	113	122	135	118	143
2nd quarter	117	118	115	118	127	95	103	130	129	131	105	122	143	122	133
3rd quarter	111	112	109	115	122	93	103	126	126	126	110	124	146	118	131
4th quarter	115	119	102	115	123	91	101	126	125	129	113	125	145	118	137
1970 1st quarter p	117	121	102	116	124	92	102	127	125	132	106	123			149
1969 October	111	114	103	115	123	93	103	128	126	131	116	125	146		130
November	115	118	108	117	126	91	101	127	127	127	118	124	145		136
December	118	126	96	113	121	88	99	124	120	130	106	128 r	143		145
1970 January p	110	112	102	114	123	90	101	126	123 r	132	106 r	124 r			143
February p	118 r	123 r	103	116	125	92 r	103	128	124 r	136 r	110 r	123 r			150
March p	122 r	129	102	116	124	93	103	127	127	128 r	102	123			154
October-December (av.)	115	119	102	115	123	91	101	126	125	129	113	125			137
January-March (av.) p	117	121	102	116	124	92	102	127	125	132	106	123			149

† Latest available 3 months (December-February) and previous 3 months (September-November)

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for March 1970 is 149 (1963=100). This is 5 points lower than for February 1970 and 7 points higher than for March 1969.

The index numbers of the main industrial groups with the increase or decrease on March 1969 shown in brackets are: textiles 189 (+26 points); clothing 125 (+11); engineering and metals 128 (+5); food, drink and tobacco 110 (−3); timber and furniture 140 (+2); mineral products 140 (+7); other manufacturing industries 222 (+11); gas, electricity and water 197 (+8).

Hosiery and other knitted goods—index of production

IN THE FIRST QUARTER of 1970 the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 10 per cent more than in the fourth quarter of 1969.

The purpose of this index, which is a component of the official Index of Industrial Production, is to measure changes in the volume of production of hosiery and other knitted goods (including knitted fabrics).

It is calculated each quarter by combining the separate changes in sales (at constant prices), of five garment groups and those (in the quantity delivered and produced) of two fabric groups by their relative net output estimated from the 1963 Census of Production. Monthly index numbers are provisionally estimated from total sales figures at constant prices and are subsequently adjusted, if necessary, by the more detailed quarterly figures.

The changes shown by these index numbers, therefore, will not necessarily be the same as movements of the total sales of the industry as published in the quarterly Business Monitor and in the monthly Press Notice, which represent changes in the value of sales at current prices.

The actual figures in the accompanying table allow for differences in the length of the working months but not for holidays or other seasonal variations. The seasonally adjusted figures for 1970 are based on the seasonal pattern up to the end of 1969 and may be subject to slight revisions when the complete figures for 1970 have been incorporated.

Index of the volume of production of hosiery and other knitted goods (including knitted fabrics)

1963 = 100

	1963	1964	1965	1966	1967	1968	1969	1970
Annual average	100	109	114	114	114	132	147	
Actual								
1st quarter	88	101	104	107	98	116	133	145 p
2nd quarter	90	99	104	109	104	124	145	
3rd quarter	103	109	116	115	117	132	142	
4th quarter	119	126	130	125	136	156	166	
January	77	96	97	99	89	99	120	129 p
February	92	107	110	112	107	119	140	158 p
March	95	99	105	110	97	130	140	147 p
April	84	102	101	106	104	117	138	
May	92	93	107	110	94	118	135	
June	95	102	105	111	114	137	164	
July	101	109	112	108	111	118	129	
August	87	90	103	109	106	130	131	
September	121	128	134	128	135	148	166	
October	126	134	141	135	142	163	176	
November	129	140	137	134	146	169	179	
December	102	104	112	105	121	136	143	
Seasonally adjusted								
1st quarter	94	111	111	114	109	125	144	161 p
2nd quarter	100	106	114	119	109	134	156	
3rd quarter	101	107	115	114	117	132	142	
4th quarter	105	110	114	109	121	137	146	
January	90	113	114	116	106	120	144	155 p
February	94	109	112	114	110	122	144	162 p
March	96	112	108	113	110	132	142	164 p
April	96	105	114	119	105	130	152	
May	102	107	117	125	108	129	154	
June	104	105	113	112	115	143	162	
July	100	109	114	112	119	127	139	
August	103	104	116	120	116	135	137	
September	101	108	114	110	116	133	149	
October	104	111	116	111	117	135	146	
November	104	113	111	109	119	139	146	
December	105	108	116	107	126	139	145	

Footwear industry: orders and deliveries

IN THE FIRST quarter of 1970 net new orders received by the footwear industry were 8 per cent more than in the fourth quarter of 1969; deliveries were 3 per cent less. Net new orders exceeded deliveries with the result that order books at the end of March were 2 per cent higher than at the end of 1969.

The comparisons given above are based on the seasonally adjusted series in the accompanying table. The seasonally adjusted figures have been revised to take into account the seasonal pattern during 1969.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·8		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st qtr.	46·0	40·1	19·8	17·4	17·1	16·6
2nd qtr.	50·0	38·5	16·8	16·0	15·4	16·6
3rd qtr.	38·2	42·3	13·0	18·0	17·0	16·7
4th qtr.	41·1	41·2	18·5	16·7	17·5	17·1
1969 1st qtr.	47·5	41·9	19·1	16·7	17·0	16·5
2nd qtr.	48·9	39·3	15·7	15·5	15·2	16·4
3rd qtr.	34·6	39·2	11·5	16·1	16·3	16·1
4th qtr.	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st qtr. p	39·9	36·0	17·3	15·6	15·8	15·3
1969 Jan.	39·7	41·2	13·7	16·7	15·2	16·7
Feb.	44·2	42·7	22·1	17·5	17·6	16·0
Mar.	47·3	41·9	21·4	16·0	18·1	16·9
Apr.	50·5	41·7	18·3	16·5	15·3	16·6
May	52·4	41·0	16·8	15·1	14·9	15·8
June	48·9	39·3	12·0	15·1	15·5	16·7
July	42·8	40·4	9·0	17·2	15·1	16·1
Aug.	38·8	39·5	10·6	15·1	14·6	16·1
Sept.	34·6	39·2	15·0	15·9	19·2	16·1
Oct.	34·0	38·3	18·5	15·5	19·1	16·5
Nov.	35·8	37·3	18·8	14·3	17·0	15·3
Dec.	35·2	35·2	12·2	13·6	12·8	15·7
1970 Jan. p	32·5	33·6	11·2	13·7	13·9	15·3
Feb. p	33·8	32·7	18·3	14·5	17·0	15·4
Mar. p	39·9	36·0	22·5	18·6	16·4	15·3

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended March 31, 1970, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	270
County Courts	1,003
Total	1,273

Deeds of Arrangement

Total number registered	41

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated May 21, 1970.

INDEX OF REGULAR STATISTICS

When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in March was 14 per cent less than in March 1969.

Statistics issued by the Wool Industry Bureau of Statistics show that in the three months January-March deliveries of woven fabrics (excluding blankets) were 12 per cent less than in the same period of 1969; (*deliveries of worsted yarn excluding semi-worsted yarn*) were 9 per cent less. Production of wool and hair tops was 10 per cent less but that of man-made fibres tops was 4 per cent more.

Output of the wool textile industry

	Consumption	Production				Deliveries		
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	38·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1970 1st qtr.	92·2	49·6	24·8	74·3	54·1	33·3	31·0	7·5
1969 Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3
Dec.	29·9	15·7	7·2	25·3	17·9	11·5	10·7	3·5
1970 Jan.	31·8	17·5	9·0	25·8	17·8	12·0	10·5	2·8
Feb.	29·8	16·1	7·8	23·8	18·3	10·5	10·0	2·6
Mar.	30·6	16·0	8·0	24·7	17·9	10·8	10·5	2·1

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In March deliveries of semi-worsted yarn were 1·4 million lb.

Exports of wool textile products

Quarterly averages or totals for quarters

	Total	Wool tops	Yarns		Woven Fabrics (‡)		Other wool textile products (†)
	£m.	£m.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	32·72	10·71	24·00	5·32	8·47	15·94	22·32	0·75
1964	32·95	9·60	18·79	5·52	8·03	16·81	22·36	1·03
1965	30·52	7·24	16·00	5·13	7·55	17·00	22·19	1·15
1966	29·07	7·17	15·67	5·02	7·38	15·96	20·29	0·92
1967	25·95	5·63	12·85	4·51	6·92	14·96	18·91	0·84
1968	28·70	5·99	14·02	5·11	7·90	16·53	20·76	1·07
1969	31·35	6·64	14·34	5·83	8·86	17·77	20·77	1·11
1967								
1st qtr.	28·09	6·77	15·31	4·99	7·55	15·36	19·77	0·97
2nd qtr.	27·83	5·98	13·53	4·98	7·65	15·97	19·74	0·90
3rd qtr.	24·73	5·18	11·49	4·17	6·34	14·59	18·53	0·79
4th qtr.	23·14	4·60	11·08	3·90	6·16	13·92	17·60	0·72
1968								
1st qtr.	26·59	5·66	14·33	4·53	7·09	15·33	19·84	1·07
2nd qtr.	28·46	6·43	14·71	4·69	7·19	16·29	20·30	1·05
3rd qtr.	29·84	6·24	14·04	5·03	7·75	17·54	22·03	1·03
4th qtr.	29·92	5·61	13·00	6·19	9·59	16·98	20·86	1·14
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05
3rd qtr.	32·52	6·85	14·40	5·94	8·91	18·54	21·84	1·20
4th qtr.	31·52	5·73	12·59	6·06	9·36	18·53	21·02	1·20
1970								
1st qtr.	28·93	5·49	12·45	6·01	8·93	16·58	18·43	0·84

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool or fine animal hair.
Other commodities of, or containing, wool or animal hair not included in the above table; sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.
(‡) Excluding mechanical cloths from January 1970.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in March 1970 was 8 per cent less than in March 1969; this comparison may, however, be affected by the incidence of Easter which this year fell in March.

Statistics issued by the Textile Council show that in the three months January-March the amount of cloth woven was 4 per cent less than in the corresponding period of 1969. Production of single yarns and the amount of yarn doubled were 3 per cent and 2 per cent less respectively.

Product in the cotton industry

Annual totals and weekly averages

	Single Yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964ø	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969ø	366·4	161·3	103·2	134·3	150·5	723·4	588·7
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October*	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·4	14·8	12·3
December*	6·2	3·0	1·7	2·3	2·7	12·3	10·0
1970 January	7·1	3·5	2·0	2·7	3·3	14·2	11·6
February	7·3	3·5	2·1	2·7	3·5	14·9	11·6
March*	6·7	3·2	1·9	2·5	3·3	13·8	10·3

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Textile and clothing industries: orders and deliveries

IN THE three months ended March net new orders received by the textile and clothing industries were provisionally estimated to have been 12 per cent more than in the three months ended December 1969. Deliveries which were 5 per cent more lagged slightly behind new orders so that order books at the end of March were 1 per cent higher than at the end of December 1969.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
1969 p	124		96		97	
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	101	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter	124	131	82	95	92	96
4th quarter p	124	124	99	90	99	95
1970 1st quarter p	125	125	99	101	98	100
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	134	103	97	102	97
April	135	135	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	100	105	106
July	133	132	80	97	86	94
August	128	132	74	92	89	95
September	124	131	91	98	102	100
October p	125	129	107	90	104	94
November p	128	124	113	92	105	97
December p	124	124	78	87	87	94
1970 January p	127	127	99	104	91	95
February p	126	126	101	96	105	100
March p	125	125	98	102	99	104

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

Wolf Electric Tools Ltd. have been playing host to a group of Canadian Hardware Distributors and their wives recently. The trip has been organized by their Canadian subsidiary, Wolf Power Tools Pty. Ltd., as a prize in a sales competition. Picture shows the men visiting Wolf Office at Hanger Lane, London.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in March

THE FOLLOWING table was omitted from the article on the above trades which appeared in the *Board of Trade Journal* on May 20:

Catering trades' turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	1969	1970
1st quarter	116	122	133
2nd quarter	116	126	
3rd quarter	118	126	
4th quarter	122	129	

It should be inserted after the first paragraph of the section headed 'Catering Trades'.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 22 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Makers' name
				BRITISH	
The Oblong Box	Br/E 34841	91	May 18	Warner-Pathe Distributors Ltd.	American International Productions (England) Ltd.
The Wardrobe/Memory	Br/E 34848	5	May 19	Monarch Film Corporation Ltd.	TV Cartoons Ltd., and Ian McMillan
Down At The Heel	Br/E 34850	23	May 20	United Artists Corporation Ltd.	Harold Baim Motion Picture Productions Ltd.
Movietone News 2137	Br/E 34673	8	May 22	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2137A	Br/E 34674	8	May 22	" "	" "
				FOREIGN	
The Lady From Constantinople (Sziget A Szarazfoldon)	F 34842	79	May 19	Connoisseur Films Ltd.	Hungarofilm, Budapest
The Shameless Old Lady (La Vieille Dame Indigne)	F 34843	90	May 19	" "	Central European Cinemas Radio et Television, Paris
Bagnolo	F 34844	60	May 19	" "	Arpa-Film (Bruno Zockler), Munich
Umbria, Invitation To Harmony	F 34845	17	May 19	Darville Organisation (Communications) Ltd.	Italian State Tourist Board, Rome
Impressions of Rome	F 34846	14	May 19	" " "	" "
One Step To Hell	F 34847	90	May 19	" " "	Copercine Madrid, Matheus Rome and Harris Associates
The Strawberry Statement	F 34849	109	May 20	Metro-Goldwyn-Mayer Pictures Ltd.	Chartoff-Winkler Productions Inc.
A Mother's Heart	F 34851	95	May 20	Contemporary Films Ltd.	Sovexportfilm, Moscow
The Sixth Of July	F 34852	111	May 20	" " "	" "

AMENDMENT TO THE REGISTER

The title of the film 'I've Gotta Horse' (Br/E 30206) registered on March 25, 1965, has been amended to 'Wonderful Day' and the name of renter distributing the film in Great Britain to Saxon Film Company Limited

Note:

In the list of films registered during the week ended Friday, May 15, 1970, the registration number of the film 'The Walking Stick' should read Br/E 34832

Acquisitions and mergers of companies in the first quarter of 1970

THIS ARTICLE gives details of acquisitions and mergers of industrial and commercial companies in the first quarter of 1970. The previous article in this series, containing an analysis for 1969, appeared in the *Board of Trade Journal* of February 25, 1970.

During the quarter, 174 companies acquired 219 others for £341·5 million inclusive of two mergers, the value of which was £83·4 million. The numbers were slightly below the quarterly averages for 1969, but the value was higher – though less than in the first quarter of 1969, and well below the peak level reached in 1968.

The value of companies taken over by others in the chemicals and allied industries was £35·6 million in the quarter. In metal manufacture, the merger of James Booth Ltd. with Alcan Industries Ltd. for £25 million mainly accounted for the total of £29·8 million, and in bricks, pottery, glass, cement, etc., the merger of General Refractories Group Ltd. with Hepworth Iron Co. Ltd. valued at £58·4 million accounted for most of the total of £65·9 million. In property, three companies shared acquisitions of £75·2 million.

During the quarter, 10 overseas companies were acquired for £3·8 million by nine companies trading mainly in the United Kingdom. In addition, £26·8 million was spent by eight United Kingdom companies trading mainly overseas in acquiring eight other companies, seven of which were United Kingdom companies.

21·6 per cent of the total consideration for acquisitions and mergers in the first quarter of 1970 was in cash compared with 29 per cent in 1969. Ordinary shares represented 57·5 per cent against 51 per cent in 1969, and loan stock and preference shares 20·9 per cent against 20 per cent. These proportions however vary a good deal from quarter to quarter.

Acquisitions for a consideration of more than £10 million each represented 4·5 per cent of the total in the first quarter of 1970 compared with 2·0 per cent in 1969. 84·1 per cent of all acquisitions were for less than £1 million each in the quarter, compared with 80·6 per cent in 1969.

The decline in the percentage of total expenditure by way of diversification that became apparent in the fourth quarter of 1969 has continued and only 25 per cent of total expenditure in the first quarter of 1970 was into other industry groups.

Notes

This analysis relates to United Kingdom industrial and commercial companies including those trading mainly overseas, and is compiled from information extracted from the financial press supplemented by special inquiries. The values shown relate to expenditure during the current period, excluding any previous investment in the company acquired.

An estimate of cash expenditure outside the company sector by industrial and commercial companies on acquiring subsidiaries and on trade investments is published quarterly by the Central Statistical Office in Financial Statistics.

Each company is allotted to an industry group corresponding generally to an Order of the Standard Industrial Classification 1968; industrial holding companies and companies trading mainly overseas are treated as separate groups. If a company has diverse activities it has been classified to the industry in which its main activity lies; but for some companies the classification is a very arbitrary one. The analysis does not include either the reorganization of internal divisions within the same company or the joining of divisions with other interests outside the company, e.g. the merger of the computer interests of English Electric, ICL and Plessey to form International Computers Limited.

Valuation of acquisition is, where possible, based on market value, but where this is not available, as for instance, in the case of some non-quoted companies, the valuation is based on the nominal value of the shares acquired.

The merger of companies A and B to form C is treated as the acquisition by C of A and B. The value included, therefore, covers both A and B, whereas, if A acquires B, only the value of B is included.

The figures for the years 1964 to 1967 given in Table A are not exactly comparable with the later figures since they are derived from companies' accounts relating to a variety of accounting years.

Table A

£ million

Old population	Acquisitions	Mergers	Total
1964	502		
1965	507		
1966	447		
1967	822		
1968	1,779	534	2,313
1969	893·6	15·4	909
New population			
1969	1,909·9	15·4	1,106·3
1st quarter	414·9	4·2	419·1
2nd quarter	286·5	11·2	297·7
3rd quarter	233·4		233·4
4th quarter	156·1		156·1
1970 1st quarter	258·1	83·4	341·5

Table 1. Summary of acquisitions and mergers

£ million

	Number of companies		Expenditure				Percentages of expenditure			Mergers included and Consideration
	Acquiring	Acquired	Total	Cash	Ordinary shares	Loan stock and preference shares	Cash	Ordinary shares	Loan stock and preference shares	
1969	720	891	1,106·3	322·4	563·0	221·0	*29·1*	*50·9*	*20·0*	
1st quarter	199	247	419·1	79·7	266·6	72·8	*19·0*	*63·6*	*17·4*	Includes one merger value £4·2
2nd quarter	194	252	297·7	114·6	145·8	37·4	*38·5*	*49·0*	*12·5*	Includes one merger value £11·2
3rd quarter	168	197	233·4	75·4	79·0	79·0	*32·2*	*33·9*	*33·9*	There were no mergers this quarter
4th quarter	159	195	156·1	52·7	71·6	31·8	*33·8*	*45·8*	*20·4*	There were no mergers this quarter
1970 1st quarter	174	219	341·5	73·8	196·2	71·5	*21·6*	*57·5*	*20·9*	Includes two mergers value £83·4

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Table 2. Industrial analysis

£ million

Industry group of acquiring company	1969 quarterly average			1969 4th quarter			1970 1st quarter		
	Number of Companies		Total Expenditure	Number of Companies		Total Expenditure	Number of Companies		Total Expenditure
	Acquiring	Acquired		Acquiring	Acquired		Acquiring	Acquired	
COMPANIES TRADING MAINLY IN UNITED KINGDOM									
Manufacturing industries									
Mining	—	—	—	2	2	0·3			
Food	4	5	7·2	3	3	1·3	3	4	2·1
Drink	2	2	33·0	1	1	0·7	2	3	1·1
Tobacco	1	2	11·8						
Chemicals and allied industries	6	9	20·2	6	8	13·8	6	9	35·6
Metal manufacture	5	6	7·2	4	4	2·0	9	10	29·8§
Non-electrical engineering	18	21	24·8	12	13	10·5	16	17	6·4
Electrical engineering	8	10	26·4	10	12	15·5	12	13	13·1
Vehicles	3	4	0·8	2	3	0·7	5	6	12·0
Metal goods not elsewhere specified	7	9	11·9	6	7	5·5	6	6	6·2
Textiles	12	16	10·0	9	17	5·4	8	15	15·3
Clothing, leather, fur and footwear	6	8	2·4	4	4	1·5	9	12	3·3
Bricks, pottery, glass cement, etc.	7	8	3·9	6	6	1·6	4	6	65·9‡
Timber, furniture, etc.	3	4	0·8	2	3	0·3	6	8	10·7
Paper, printing and publishing	7	8	5·1	8	8	6·8	15	16	6·3
Other manufacturing industries	5	6	4·8	3	3	8·8	2	2	0·2
Total	97	120	172·6	78	94	74·8	103	127	208·0
Distribution and service trades:									
Construction	12	14	5·2	14	17	6·4	10	11	3·0
Transport and communication (excluding shipping)	3	4	0·6	4	6	0·6	4	5	1·0
Wholesale distribution	13	14	11·8	15	17	10·1	13	17	3·0
Retail distribution	8	10	5·9	7	13	9·2	5	5	8·3
Miscellaneous services	17	24	22·9	15	19	6·7	14	18	4·1
Total	52	66	46·5	55	72	33·1	46	56	19·4
Industrial holding companies	9	11	21·4	9	9	26·5	5	11	8·3
Property	10	12	18·6	8	9	8·2	3	7	75·2
Overseas acquisitions:									
By manufacturing	6	8	6·8	2	2	0·9	5	6	2·2
By distribution and property	2	3	2·0	3	5	1·1	3	3	0·8
By industrial holding companies†							1	1	0·8
Total trading mainly in United Kingdom	178	220	267·6	155	191	144·6	166	211	314·7
COMPANIES TRADING MAINLY OVERSEAS									
United Kingdom companies acquired	2	3	9·0	4	4	11·5	7	7	26·2
Overseas companies acquired†							1	1	0·6
TOTAL INCLUDING OVERSEAS	180	223	276·6	159	195	156·1	174	219	341·5
United Kingdom companies acquired	171	212	267·8	154	188	154·1	164	208	337·1
Overseas companies acquired	9	11	8·8	5	7	2·0	10	11	4·4

† There were no overseas companies acquired by companies trading mainly overseas or by industrial holding companies in 1969.
‡ Includes one merger of which the market value was £58·4 million in shares and Loan Stock.
Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Table 3. Size analysis of companies acquired

Consideration	1st quarter	
	Total Number of Acceptances	Percentage of Total
Over £50 million	—	—
Not more than £50 million	4†	*1·8*
Not more than £20 million	6‡	*2·7*
Not more than £10 million	7	*3·2*
Not more than £5 million	5	*2·3*
Not more than £2 million	13	*5·9*
Not more than £1 million	28	*12·8*
Not more than £500 thousand	45	*20·6*
Not more than £200 thousand	40	*18·3*
Not more than £100 thousand	71	*32·4*
	219	*100·0*

The following mergers have been treated in this table as the acquisition of two companies by the newly-formed one:
‡James Booth Aluminium Ltd. with Alcan Industries Ltd. to form Alcan Booth Industries Ltd.
†General Refractories Group with The Hepworth Iron Co. to form Hepworth Ceramic Holdings.

Table 4. Acquisitions and mergers by companies involving expenditure of more than £10 million

£ million

Acquiring company	Acquired company	Expenditure			
		Total	Cash	Ord. Shares	Loan Stock & Pref. Shares
Metropolitan Estate and Property Corporation	London County Freehold and Leasehold Properties	48·1		26·4	21·7
Hawker Siddeley Group	Brook Motors	11·1	10·4		0·7
Hepworth Ceramic Holdings	By merger	58·4		55·2	3·2
Star (Great Britain) Holdings	Second Covent Garden Property Co.	17·9	0·4	8·6	8·9
Dalgety & New Zealand Loan	New Zealand & Australian Land	10·3		6·6	3·7
Burmah Oil Co.	Halfords	14·6		14·6	
Hoechst	Berger, Jenson & Nicholson	27·3	24·7		2·6
Alcan Booth Industries	By merger	25·0		25·0	

Table 5. Diversification or concentration

£ million

	Total		Within same industry group				With different industry group			
	Number	Expenditure	Number	Expenditure	Percentage of total		Number	Expenditure	Expenditure of total	
1969	891	1,106·3	484	454·6	*54·3*	*41·1*	407	651·7	*45·7*	*58·9*
1st quarter	247	419·1	132	150·3	*53·4*	*35·9*	115	268·8	*46·6*	*64·1*
2nd quarter	252	297·7	123	119·7	*48·8*	*40·2*	129	178·1	*51·2*	*59·8*
3rd quarter	197	233·3	103	70·7	*52·3*	*30·3*	94	162·6	*47·7*	*69·7*
4th quarter	195	156·1	126	113·9	*64·6*	*73·0*	69	42·2	*35·4*	*27·0*
1970 1st quarter	219	341·5	127	257·1	*58·0*	*75·3*	92	84·4	*42·0*	*24·7*

Electronic capital equipment during the fourth quarter, 1969

FIGURES ISSUED by the Ministry of Technology show that provisional total output (i.e., total deliveries plus research and development) of the capital sector of the electronics industry was £147 million in the fourth quarter of 1969. This represented an increase of 16 per cent over the figure for the fourth quarter of 1968, and owes much to the record deliveries of computers which were the subject of recent comment by the Ministry of Technology.

Output for export was £58 million, an increase of 29 per cent over the fourth quarter 1968 figure and the highest yet recorded.

For the year 1969 as a whole, total output of the capital sector was £534 million of which £193 million was for export. These figures represent increases over 1968 of £61 million (13 per cent) and £36 million (23 per cent) respectively.

Full details of deliveries and output, in terms of current prices, are given in the attached table, and a comparison between 1968 and 1969 follows:

Total output of Electronic Capital Equipment

(£ million at current prices)

	1968	1969	Increase	
	£ million	£ million	£ million	Per cent
Computers	109·4	141·8	32·4	*30*
Control equipment	52·3	64·7	12·4	*24*
Measuring instruments	42·5	41·7	-0·8	*-2*
Nucleonic instruments	5·3	4·8	-0·5	*-9*
Broadcasting equipment	10·0	17·1	7·1	*71*
Radar and navigational aids	95·2	93·1	-2·1	*-2*
Radio communications	52·1	56·6	4·5	*9*
Other goods	38·2	38·5	0·3	*1*
Other work	24·9	30·2	5·3	*21*
Total deliveries	429·9	488·6	58·6	*14*
Research and development	42·8	45·5	2·7	*6*
Total output	472·7	534·1	61·3	*13*

It will be seen that, in addition to computers which have been mentioned above, there were considerable increases in deliveries of control equipment and broadcasting equipment.

Growth rate of exports increasing

A large proportion of the total output of the capital sector is for export, and the table shows that radar and navigational aids as well as computers are the leaders in this respect.

So far as deliveries of hardware are concerned, in 1967 34 per cent of total deliveries were for export; in 1968 export deliveries amounted to 36 per cent of the total, and in 1969 the figure was 39 per cent. The rate of growth of export deliveries is thus increasing.

Orders on hand still high

Export deliveries are likely to continue to increase because the orders on hand at December 31, 1969, were again at a new peak. However, the increase in export orders was more than offset by a fall in home orders, so that orders on hand at the end of 1969 were slightly lower than at the end of September. The difference is so small, however, that it is too early to draw conclusions for the future.

Orders on hand for Electronic Capital Equipment

(£ million at current prices)

	Home	Export	Total
December 31, 1967	319	157	476
March 31, 1968	318	172	490
June 30, 1968	333	186	519
September 30, 1968	335	197	532
December 31, 1968	360	176	536
March 31, 1969	357	180	537
June 30, 1969	374	202	576
September 30, 1969	399	222	621
December 31, 1969	394	225	619

Orders for computers are included in the above. They amounted, at the end of 1969, to £185 million, of which £70 million were for export.

Employment remains stable

Employment in the capital sector, at December 31, 1969, was around 149,000, of whom 49,000 were in the computer industry. At the end of 1968 there were 144,000 employees so that there has been a modest rise of 3 per cent during 1969.

Electronic capital equipment

Deliveries, R & D and other work

£ million current prices

	1967		1968		1969p		1968		1969							
							4th quarter		1st quarter p		2nd quarter p		3rd quarter p		4th quarter p	
	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export	Total	For export
1. Electronic computers and related equipment	94·4	35·3	109·4	38·7	141·9	59·2	30·5	12·0	29·5	10·9	32·9	13·6	40·3	17·0	39·2	17·7
2. Industrial electronic control equipment	42·5	9·4	52·3	12·7	64·7	16·0	14·2	3·5	16·0	2·8	14·9	3·8	15·1	3·6	18·7	5·8
3. Electronic measuring and testing equipment	36·8	15·3	42·5	19·0	41·7	19·7	10·7	5·0	10·8	4·7	10·5	4·9	9·7	4·7	10·7	5·4
4. Nucleonic instruments and controls	4·3	1·0	5·3	1·1	4·8	1·4	1·5	0·3	1·6	0·3	1·2	0·4	0·9	0·3	1·1	0·4
5. Public broadcasting and ancillary equipment	8·2	4·8	10·0	4·7	17·1	7·4	3·3	2·0	3·7	1·6	4·3	1·7	4·6	2·1	4·5	2·0
6. Radar	87·6	30·8	95·2	41·7	44·9	26·5	24·5	10·0	11·1	6·5	11·0	6·3	8·9	4·7	13·9	9·0
7. Electronic navigational aid equipment					48·2	18·8			13·3	5·2	10·1	4·1	11·3	4·5	13·5	5·0
8. Radio communication equipment	38·4	17·5	52·1	22·3	56·6	25·5	14·8	7·0	13·9	6·0	14·4	6·2	13·9	6·3	14·4	7·0
9. Other electronic capital goods	36·2	9·0	38·2	10·0	38·5	11·4	9·2	2·6	9·8	3·0	8·2	2·2	10·1	3·3	10·4	2·9
10. Other work	18·6	3·1	24·9	3·5	30·2	3·7	6·5	1·3	6·5	0·9	7·5	1·1	8·1	0·8	8·1	0·9
Total deliveries	367·0	126·2	429·9	153·7	488·6	189·5	115·2	43·7	116·2	41·9	115·0	44·2	122·9	47·3	134·5	56·1
11. Research and development	43·0	2·6	42·8	3·4	45·5	3·4	11·3	1·2	10·4	0·6	10·6	0·6	11·7	0·6	12·8	1·6
Total output	410·0	128·8	472·7	157·1	534·1	192·9	126·5	44·9	126·6	42·5	125·6	44·8	134·6	47·9	147·3	57·7
12. Sales to other United Kingdom electronics manufacturers	8·3	—	10·2	—	10·7	—	2·8	—	3·2	—	2·2	—	2·6	—	2·7	—

p Provisional

Notes: (1) Items 2, 3, 4 above are derived from the Electronic Capital Equipment and the Scientific Instrument inquiries
(2) Item 10 covers the installation and field maintenance of capital equipment
(3) Item 11 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products
(4) Item 12 is already included as part of the output of these other manufacturers in Total Output

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Orders and deliveries in the engineering industries

PROVISIONAL FIGURES issued by the Ministry of Technology are now available for deliveries and orders in the engineering industries during the first quarter of 1970, and these are shown in Table 2. The slowness of response does not allow the publication of the separate figures of mechanical, instrument, and electrical engineering in Table 1 beyond February 1970.

The main points to be derived from the figures in Table 2 are as follows:

(i) There was a slight rise in total deliveries between the fourth quarter of 1969 and the first quarter of 1970, due entirely to a 7 per cent rise in export deliveries; home deliveries fell slightly.

(ii) Over the same period net new orders from both home and export markets rose well, giving a 7 per cent rise in Total net new orders.

(iii) The rise in total orders on hand over recent months suggest a rise in deliveries in the coming months.

Table 1. Engineering and electrical goods SIC Orders VII, VIII and IX

Index numbers of the volume of production and exports

	Production = Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1969	137	131	147	144	140
1967 1st qtr.	123	125	119	122	123
2nd qtr.	127	123	121	127	123
3rd qtr.	126	122	126	128	103
4th qtr.	127	122	127	131	102
1968 1st qtr.	128	123	135	135	132
2nd qtr.	131	125	132	140	128
3rd qtr.	131	126	137	138	116
4th qtr.	132	129	135	137	127
1969 1st qtr.	134	127	146	142	126
2nd qtr.	137	132	151	142	141
3rd qtr.	140	132	151	149	136
4th qtr.	139	134	144	147	153
1968 October	132	129	135	137	
November	134	130	136	138	
December	131	128	134	136	
1969 January	132	122	150	142	
February	133	128	141	138	
March	138	132	148	145	
April	135	128	153	143	
May	138	134	147	141	
June	137	133	154	141	
July	137	131	153	143	
August	139	131	151	149	
September	144	134	148	156	
October	139	132	151	148	
November	141	136	142	146	
December	136	135	130	139	
1970 Januaryp	132	125	148	138	
Februaryp	139	135	144	144	
Average:					
Latest 3 months	136	132	141	140	
Previous 3 months	141	134	147	150	
Percentage change	*– 4*	*– 2*	*– 4*	*– 6*	

p provisional
(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Division 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification

Description of the statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

(Continued on next page)

The Crown Prince Von Savang of Laos, who, with the Crown Princess Manilay, has been on a two-week visit to this country as a guest of the British Government, toured the Chelmsford works of the Marconi Company, who have supplied broadcasting equipment to Laos. He is here seen in the printed board assembly area. Left to right: the Crown Prince; Mr. C. L. J. Gillam, product planning manager, of Marconi Line Communications Division, who acted as interpreter during the visit; Mr. H. Smedley, British Ambassador in Ventiane; and the Crown Princess.

ORDERS IN THE ENGINEERING INDUSTRIES, *Continued*

Table 2. Enginering industries (Orders VII, VIII and IX and part order XI (†)) seasonally adjusted

Index numbers of the volumes of orders and deliveries (‡)

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries
	Deliveries 1963 (unadjusted 1 = 100)	Average 1963 = 100 deliveires		Deliveries 1963 (unadjusted = 100)	Average 1963 = 100 deliveries		Deliveries 1963 (unadjusted = 100)	Average 1963 = 100 deliveries	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1969	117	139	132	101	134	133	166	150	131
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter	117	140	136	101	139	136	166	144	136
1970 1st quarter p	122	151	137	105	147	134	172	161	146
1968 October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	159	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October	116	141	139	100	141	139	163	143	140
November	117	140	133	100	139	135	165	143	128
December	117	139	136	101	137	134	166	144	141
1970 January p	120	157	137	102	145	133	170	186	145
February p	118	124	134	101	123	133	172	129	138
March p	122	171	141	105	172	136	172	168	155
Average:									
Latest three months	122	151	137	105	147	134	172	161	146
Previous three months	117	140	136	101	139	136	166	144	136
Percentage change (§)	*+4*	*+7*	*+1*	*+5*	*+6*	*- 1*	*+4*	*+12*	*+7*

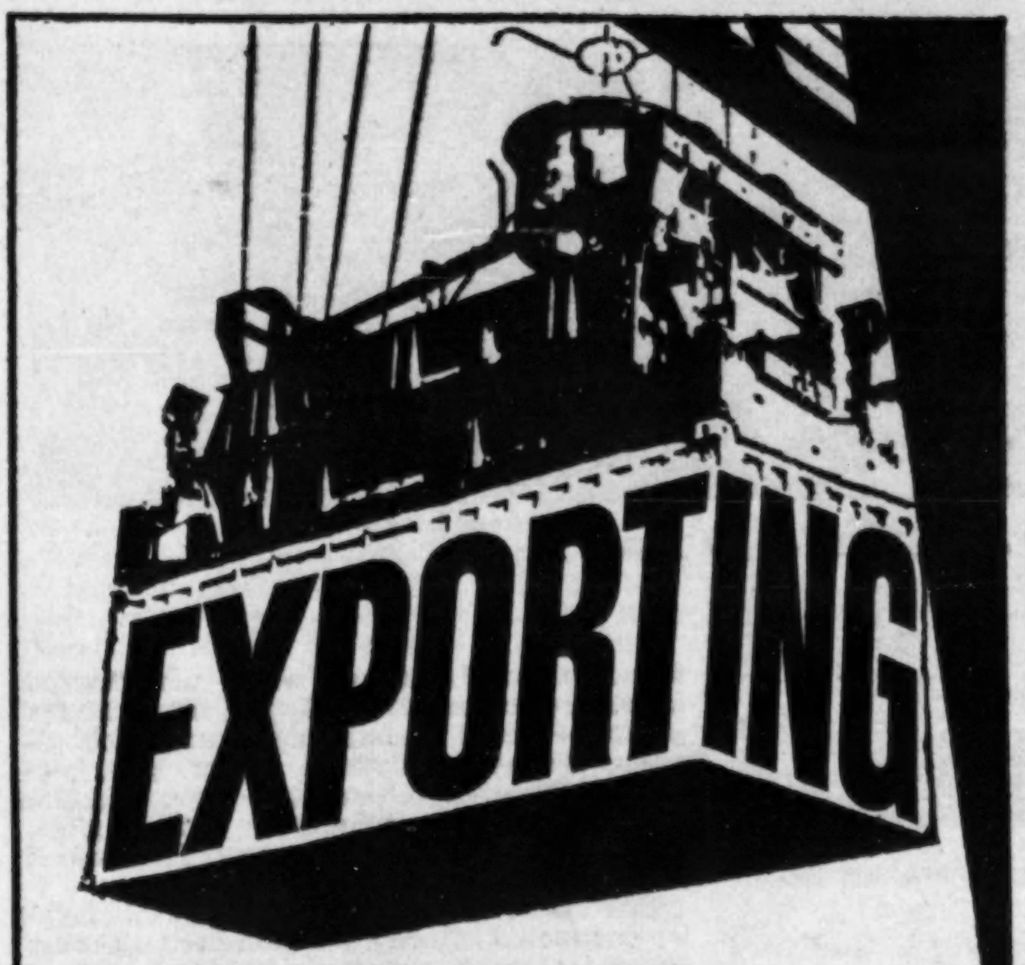
p Provisional
(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Parts S.I.C. Order XI)
(‡) At constant prices
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

General index of retail prices for April

THE DEPARTMENT of Employment and Producticity announce that at April 21, 1970, the official index figure which measures changes in the average level of retail prices, compared with the level at January 16, 1962 (taken as 100), was 139.1 compared with 137.0 at March 17. The rise in the index during the month was due mainly to rises in the average price of potatoes, in the average rent of local authority dwellings, in local rates and water charges in most areas in England and Wales, and in the average prices of cars and newspapers. The rise in the average price of potatoes was largely seasonal.



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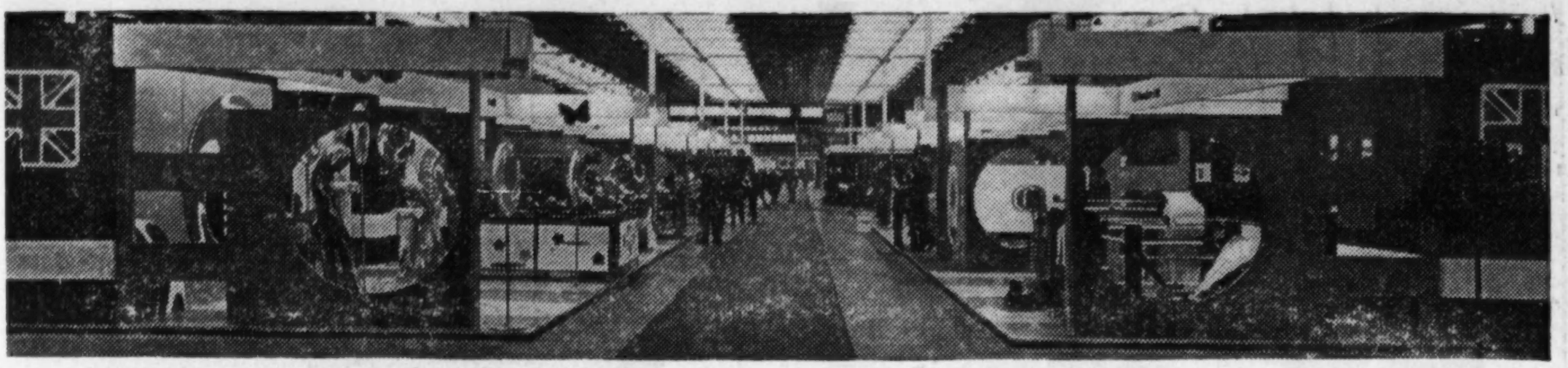

The Col-designed joint venture stands occupied by British exhibitors at 'World Pack-Macro pak', Utrecht.

Exhibitions and Fairs

'Substantial sales' reported at Dutch packaging exhibition

A report from the British Embassy, The Hague

THE ninth international packaging exhibition 'World Pack-Macropak' was held in five halls of the Royal Netherlands Industries Fair complex at Utrecht from April 22-29. The World Packaging Congress also took place during this period and the exhibition was assured of visitors from at least 33 member nations.

The Netherlands, like most countries in the world, has a growing demand for pre-packed goods for wholesale, retail and export and provides a ready market for packaging materials and machines. On approximatly 360 stands local manufacturers displayed their products and Dutch agents represented 530 firms from Europe, the United States, Hong Kong, Japan and Canada. Fifty-three foreign companies participated directly on their own stands: 28 of these were British.

Of the 28 exhibitors from Britain, 23 firms, divided into two groups, participated in the joint venture sponsored by the Institute of Packaging in conjunction with the Board of Trade. On two island sites in the Bernardhal 16 firms showed a comprehensive range of printing machines, polystyrene moulding machines, vacuum filling machines, bottle cleaning machines, compressors, pumps, bag filling and closing machines, web guiding equipment, bottle conveyors, electronic controls and pneumatic controls, and packaging publications. In the Julianahal, which was devoted to an exhibition of packaging materials, a group of seven manufacturers on combined stands displayed polythene carrier bags, plywood containers, self-adhesive tape, injection moulded containers, colours for thermoplastics, plastic printing materials, plastic film, waxes and hot melts.

One firm, manufacturing expanded polystyrene moulding machinery, received an order for one of their machines on the first day of the exhibition; another firm offering polythene carrier bags had received firm orders amounting to £45,000. Other firms reported having made substantial sales during the exhibition.

All British participants confidently expected further business to result from contacts made during the exhibition and were generally satisfied at the interest shown in their products. Inquiries were received from countries all over Europe, South Africa, Australia and the United States.

Exhibitors in the joint venture were satisfied and appreciative of the Central Office of Information stand design and the exhibition arrangements generally.

On April 23, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, accompanied by the Counsellor (Commercial) at the British Embassy in The Hague and HM Consul-General in Amsterdam, visited the exhibition and toured all the joint venture stands. Later in the afternoon she spoke at a reception given by the joint venture exhibitors in the foyer of the Irenehal.

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Munich Analytica provides specialist customers for British equipment

by N. U. Rohnie, British Vice-Consul (Commercial), Munich

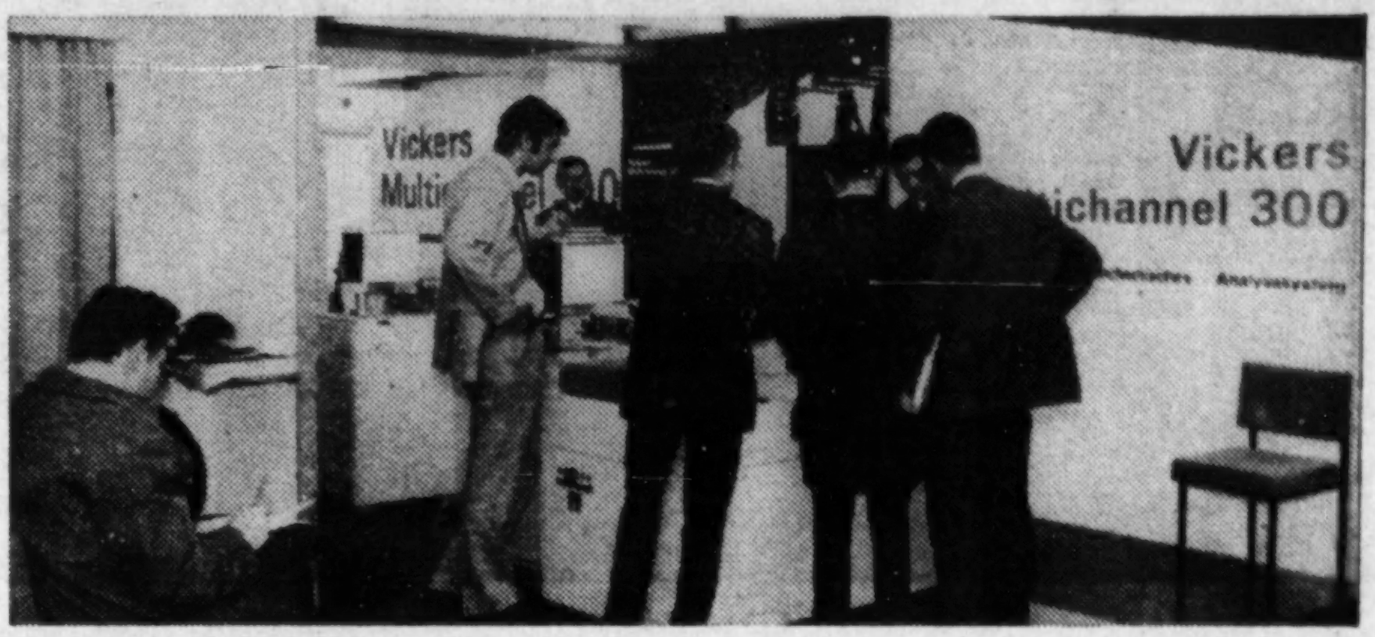
THE GENERAL success of the 2nd International Exhibition of Biochemical Analysis held in Munich from April 29 to May 2 emphasizes that this biannual event is now firmly established as an important international venue for all concerned with the very specialized subject of biochemical analysis. As at the first Analytica in 1968, a comprehensive conference was organized to coincide with the trade exhibition and was attended by some 1,500 invited delegates who listened to lectures and practical demonstrations of important themes of biochemical analysis given by doctors and scientists of international repute. Although theoretically the trade exhibition was open to the general public (as against by invitation only to the conference), the specialized nature of Analytica ensured that visitors to the trade exhibition were almost without exception people concerned directly with biochemistry.

Compared with the 1968 event, Analytica 70 showed an expansion in number of exhibitors of some 25 per cent. 116 exhibitors from Belgium, England, France, Holland, Italy, Switzerland and the Federal Republic of Germany showed their products in three halls covering an area of 7,000 sq. metres. A bewildering array of highly sensitive equipment from autoclaves to centrifuges and from gas chromatographs to scintillation spectral photometers, was on display. Although these instruments are the last word today, continuous development and research is necessary by industry to be sure that their products are not overtaken by rapidly advancing modern technology. This fact is the cornerstone of the establishment of Analytica, its expansion and its promotion every two years.

The importance of biochemical analysis can be seen in many ways: it is used to establish the presence of disease and in its control; it is also used as a basis for the testing of pharmaceutical drugs and medicines, and their effect on living organisms, for testing foodstuffs and for use in the fight against plant and animal pests. The significance of biochemical analysis in the medical sector, for instance, can be judged by the fact that in Germany alone the number of analyses per hospital bed has doubled in the last five years and the same trend can be noticed in the treatment of outpatients. With the increasing shortage of both laboratory premises and people to man them, the ever increasing work load of analytical tests can only be achieved with the help of equipment which produces results in a fraction of the time required by traditional methods.

Universal respect

Against this background it is pleasing to be able to record the universal respect which both British scientists and technology enjoy. A measure of this respect is that in connection with the conference on biochemical analysis, which has already been mentioned a prize of DM 10,000 was this year awarded for the first time. The recipient was Dr. Erich Arthur Newsholme from Oxford University, for his discovery of a method of analysis which makes it possible to establish with absolute certainty and in a very short time the existence of trace substances in the human body. At the Analytica Trade Exhibition eight British firms who participated on a joint venture stand organized by the London Chamber of Commerce in conjunction with the Board of Trade formed the largest direct representation from overseas and at least the same number of British firms were showing their products on the stands of local agents. The joint venture stand attracted interest throughout the period of the exhibition with products ranging from chemicals and automatic pipette equipment to fully automatic computerized biochemical blood and biological particle size analysing equipment.



Visitors to Analytica 70, Munich, grouped round one of the British joint venture stands.

The success of Analytica as a selling event is hard to define, as little direct business is ever concluded at specialized technical trade fairs of this nature. Exhibitors tend to judge the success of their participation by the interest shown in their equipment and the number of inquiries received for further details and perhaps a demonstration of the equipment at a later date. In this context British exhibitors were more than satisfied with the results achieved at Analytica and were almost unanimous in their opinion that Analytica was a valuable platform for establishing contact with the scientists and reseach workers who are their potential customers. Indeed, many exhibitors drew favourable comparisons with the Achema Chemical Engineering Exhibition and Congress in Frankfurt, stating that while Achema was an excellent event, interest of the visitors there tended to be of a more general nature than at Analytica.

Within its specialized field Analytica 70 was an unqualified success and can be recommended to any British manufacturer of chemical and biochemical analysis equipment who is interested in establishing or extending his overseas markets. The next exhibition and congress of biochemical analysis will be held in 1972 from April 25 to 28, in the Munich Fair Grounds. Further details regarding this event can be obtained from the organizers, Muenchener Messe-und Ausstellungs Ges. MBH, 8 Munich 12, Theresienhoehe 13, P.O. Box 200, or from the Board of Trade, Fairs and Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4.

Participation in Moscow postal exhibition

THE BRITISH Postal Equipment Engineering Association is sponsoring a Board of Trade assisted joint venture at one of Russia's specialized exhibitions – 'Modern Means of Postal Communication' – which will take place in Moscow in October/November of this year.

The British Post Office Corporation is collaborating with firms in showing some of Britain's latest mail handling machinery and techniques.

The Russian exhibition is expected to attract exhibits from France, the Federal Republic of Germany, East Germany, Italy, Sweden, Czechoslovakia, Poland and the United States, as well as the United Kingdom. Space will therefore become increasingly difficult to obtain, and firms who would like to join in the British joint venture should contact the British Postal Equipment Engineering Association, Locomotive House, Buckingham Gate, London, S.W.1, without delay.

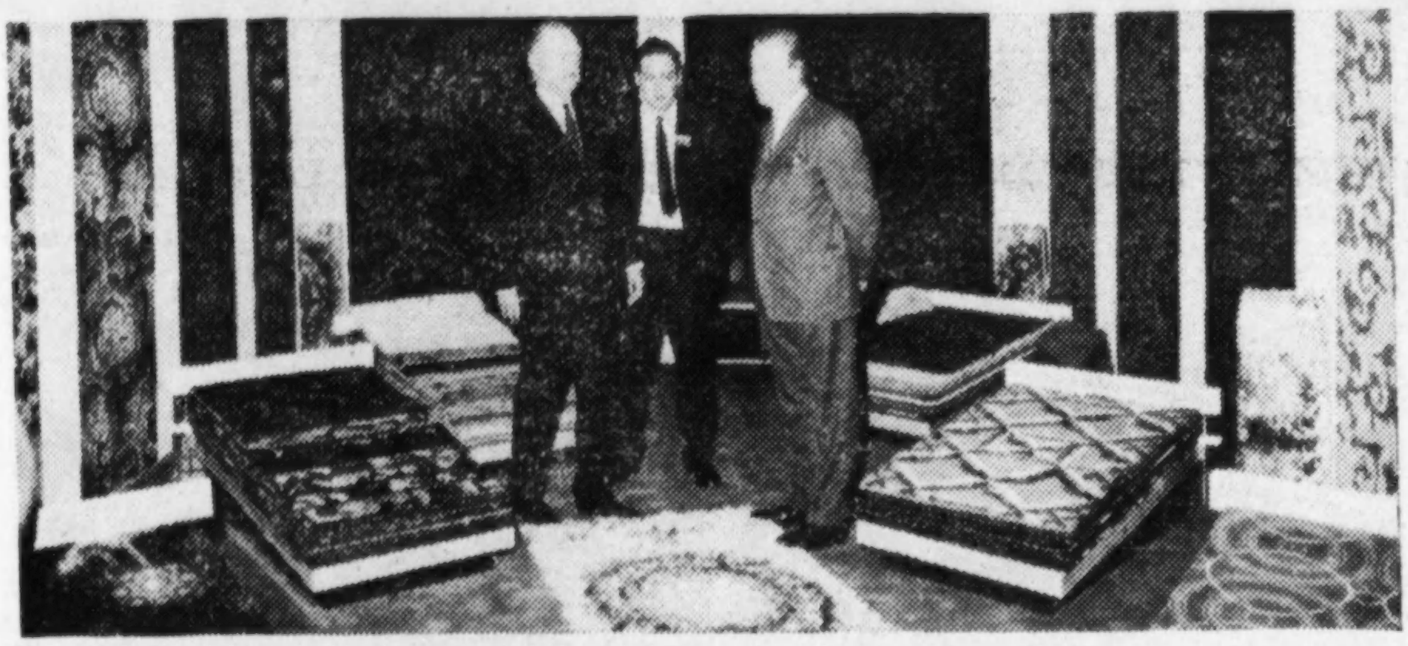
Two Rotaprint demonstrators, Joyce Burgess and Pauline Bell, will be travelling to Moscow next month as the first female demonstrators Rotaprint have ever sent to an Eastern European country. Mrs. Burgess and Miss Bell will be in Moscow to demonstrate offset-litho printing machines and plate-makers at the Inlegmash 70 Exhibition (June 2-16)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

'Britain in Finland 1970': Home and Leisure Exhibition, Helsinki

A report from the British Embassy, Helsinki



The British Ambassador, Mr. W. B. J. Ledwidge (left), on the stand of The Chidema Carpet Co. Ltd. during his visit to the Finnish Exhibition 'Habitare 70' at which the British Carpet Export Promotion Council made a highly successful entry. Seen talking with the Ambassador are Mr. G. H. Davidson (right), executive director, British Carpet Export Promotion Council, and Mr. A. Johnson (centre), export manager of The Chlidema Carpet Company.

TWELVE British carpet manufacturers exhibited at Habitare 70, the new Home and Leisure Exhibition which was held at the Suomen Messuhallit, Helsinki, from April 17-26. The British exhibition was arranged as a joint venture sponsored by the Board of Trade and the British Carpet Export Promotion Council in conjunction with the Central Office of Information, and was one of the series of special exhibitions being staged in Finland during 1970 as part of the British Trade Drive 'Britain in Finland 1970'.

Habitare 70 covered all aspects of modern life in the home and leisure and was planned in conjunction with Finnish organizations covering housing, industrial design, architecture and nature conservation. The principal sponsors were the Board of Housing, the Association of Finnish Architects, the Ornamo Association of Industrial Design, the monthly magazine **Avotakka ('Comfortable Living')** and a Finnish Government Committee responsible for Finnish participation in 'European Conservation Year, 1970', which is being organized by the Council of Europe. These bodies co-operated with the Finnish Fair Corporation to present this new exhibition and each had a stand where members of the public could talk to experts in the various fields covered by the show. During the period of the fair, seminars were held relating to nature conservation, housing, industrial design, etc.

The main items on show were furniture, household articles, and domestic furnishings, camping and sports equipment. Although Finnish products predominated, the exhibition was fully international. There was a total of 168 stands on which products of 205 Finnish and 116 foreign firms were exhibited. The British contingent was the largest, 38 firms being represented, not only on the British Carpet Export Promotion Council stand, but also on agents' stands. The Federal Republic of Germany and Sweden followed with 21 and 15 companies respectively. A total of 105,272 visitors attended the exhibition of whom 29,771 were admitted on trade passes. The Finnish Fair Corporation is conducting a survey amongst visitors to determine the date for the next Habitare Exhibition, which is likely to be held in 1972.

The British stand occupied the prime position in the main exhibition hall and participating companies showed a wide range of samples and contract and domestic carpeting. Five British caravan manufacturers were also represented at the exhibition, and their presence was a useful follow-up to their success at the Helsinki Boat and Camping Show held the previous month.

Big effort by United Kingdom electronics companies at WESCON '70

THE Electronic Engineering Association is sponsoring participation by 26 United Kingdom electronics companies at the 1970 Western Electronics Show and Convention (WESCON) which this year takes place in Los Angeles from August 25-28. This is the largest number ever to exhibit at WESCON and follows the highly successful effort by 22 companies at the 1969 event when orders expected to lead to export sales worth around £1·5 million were taken. The participation has the support of the Board of Trade within the framework of its joint venture scheme.

The recent intensive efforts by British companies in the United States' electronics market have now taken the nation into the position of No. 1 'foreign' exhibitor at both major United States electronics trade shows – a distinction formerly held by the Japanese. Indeed, at the IEEE Electronics Show in March, the 40 United Kingdom exhibitors looked set for their most successful year with orders for electronic components and instruments predicted to top £5 million in the current year according to a survey by the British Trade Development Office in New York.

A highlight of this year's WESCON, from a national point of view, is the acceptance of a United Kingdom contribution to the Technical Meeting. This is sponsored by the Telecommunications Engineering and Manufacturing Association in the form of a session entitled 'British Advances in Telecommunications'. Altogether five papers are to be presented on a co-operative basis by senior representatives from industry and the Post Office under the auspices of the Institution of Electrical Engineers.

An information booth will be provided by the Board of Trade at WESCON and will again be staffed by representatives from the EEA and Electronic Components Board on behalf of the other trade associations, thus representing all sectors of the electronics industry.

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International Computer Exhibition well established in Prague

A report from the British Embassy, Prague

THE SECOND International Computer and Data Processing Exhibition – Incomex 70 – took place in Prague from March 25 to April 8. It was organized by the Czechoslovakia Centre for Automation and Computer Technology and by the publicity organization 'Made In Publicity'. Despite a faltering start with relatively few visitors during the Easter holiday period later attendance improved dramatically to the satisfaction of exhibitors and organizers alike.

Computer equipment completely filled the Brussels Pavilion, where a British joint venture sponsored by the London Chamber of Commerce with Board of Trade assistance, presented a unified display on the second floor. The pavilion is situated in the grounds of the Julius Fucik Park, dominated by the spacious Congress Hall, in which data processing and accessories equipment was on show and technical papers were read during the congress.

British firms – exhibiting in both show areas – reported a steady flow of orders and firm inquiries and were pleased at the number of new contacts made as well as having maintained their position in a market that shows activity and progress. Both ICL, who have a firm foothold in the market and Honeywell, who are relative newcomers, were able to conduct negotiations of major importance.

The majority of the exhibits came from Western Europe and with nine companies represented (eight in the joint venture and one represented by a Czechoslovak enterprise) Britain led the field. Austria had eight firms present, the Federal Republic of Germany six. The most eye-catching exhibit was a Japanese computer which gave brief medical diagnoses to any visitors bold enough to complete the questionnaire

The second Incomex has shown this Prague event to be of leading importance in Eastern Europe, where the demand for computers and process control equipment is rapidly increasing. The third Incomex exhibition is expected to take place in 1972.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in the British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Increased British participation at leading footwear fair in Pirmasens

A report from the British Consulate-General, Frankfurt am Main

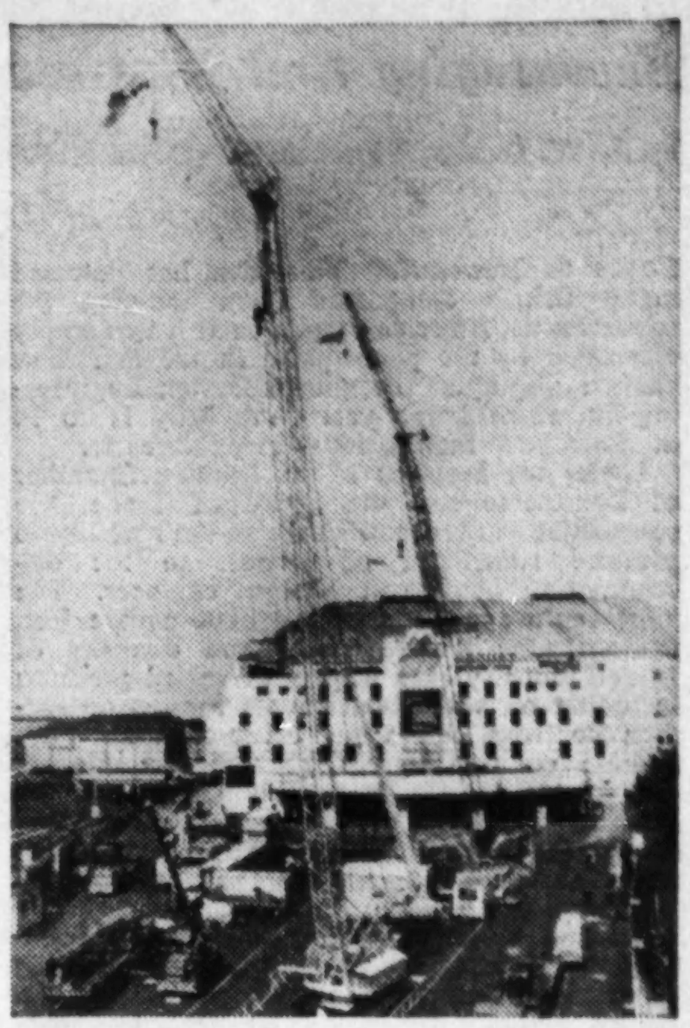
PIRMASENS, a small town tucked away in a corner of the Rhineland Palatinate, on the French-German border, was, from May 7-12, the venue for the Nineth International Footwear Manufacture Fair (IMS). Opened by the Minister President of the Palatinate, Dr. Helmut Kohl, the fair attracted over 70,000 visitors, much higher than the last exhibition in 1967, despite appallingly bad weather on the last two days. The fair authorities estimated that some 38 per cent of the visitors were from overseas, the great majority of whom were visiting Pirmasens for the first time.

Altogether, the fair attracted 443 exhibitors, showing products ranging from the very latest in shoe machinery, tools, shoe textiles and rubber to the newest fashions in leather and plastics. Germany, the host country, was very strongly represented with 249 exhibitors, followed by Italy with 86, France 38 and Great Britain 28. Other countries exhibiting included Holland, Belgium, Switzerland, Austria, Eastern European countries, Denmark, Ireland, Spain and the United States. Visitors from 60 countries, some as far away as Japan and Australia, were recorded. The very high percentage of foreign visitors, many from Great Britain, emphasized the fact that Pirmasens is now accepted as being not only the largest but the most important exhibition for the shoe industry in the world.

British participation, 28 firms in all, was much greater than in 1967 and was the largest outside the Common Market countries, emphasizing the value British firms place on taking part in the world's leading exhibition. Fourteen of the British firms exhibited as part of the joint venture organized by the Board of Trade in conjunction with the British Leather Federation, the Shoe and Allied Trades Research Association and the Leicester Chamber of Commerce. All British participants expressed great satisfaction with both the number of visitors and the inquiries received. Most heartened were members of the Leicester Chamber of Commerce, who were participating for the first time and were able to report inquiries from over 30 countries.

Optimism

Exhibitors from Great Britain showed a wide range of products, ranging from shoe machinery and leather to components and accessories for shoes and for the footwear trade. One British exhibitor aroused great interest with their synthetic material for shoe uppers, which, unlike other similar products, is not regarded as imitation leather. Both the British Leather Federation and the Leicester Chamber of Commerce had information stands at the fair to assist and advise buyers. Whilst the actual numbers of orders placed with British firms was limited, the number of inquiries received was very high. Firms pointed out that, particularly in the shoe trade, it took time for orders to materialize, but judging from the inquiries received, there was optimism that most exhibitors would have full order books as a result of the fair.



Outside Earls Court, London, tower some of the massive cranes which formed part of the Mechanical Handling Exhibition but were too large for the exhibition hall. The emphasis of this year's show, which ended on May 15, was on freight container and container handling equipment.

Mr. Dell discusses industrial training at ITEX '70

'THE WAY in which this annual exhibition has developed since it was first held in 1967 reflects the way in which industrial training in this country has come to occupy a central place in business planning and investment,' said Mr. Edmund Dell, Minister of State, Department of Employment and Productivity, opening ITEX '70, the International Industrial Training Exhibition and Symposium, in Manchester on May 19. The exhibition demonstrated the growing range of aids available to management to help improve the efficiency and effectiveness of the training process itself.

Mr. Dell pointed out that there were now 28 training boards covering some 16 million workpeople. 'Even critics of the system,' he said, 'are bound to recognize that there has been a great surge forward in industrial training in the last five or six years.' He saw the DEP has having a distinctive role to play in the provision of training services and facilities to supplement the work of the training boards, particularly in meeting special needs which might not attract priority within the industry by industry context in which industrial training boards worked.

'We now have 45 Government Training Centres,' he continued, providing concentrated courses to give adults a second chance to learn a trade and to help in reducing shortages of skilled labour wherever they occur. Last year the Centres trained over 12,500 workers in 40 different trades. We are constantly modernizing what we teach and introducing new trades to meet the changing needs of industry.'

One of the new developments was that of one-week courses on export office procedure planned to help office staff to become competent in export documentation and to teach them how to pass on their knowledge to others. Special services were also available to new and expanding firms in the Development and Intermediate Areas.

ITEX '70 ended on May 22.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30. Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Increased export interest at Mechanical Handling Exhibition

THE NUMBER of overseas visitors attending the International Mechanical Handling Exhibition, which closed at Earls Court, London, on May 15 after a successful 10 days' run, was more than 10 per cent up on the figure for the last show, in 1968. Total attendance came to 76,447.

This upsurge in interest by foreign buyers, who came to the show from 86 countries, was reflected in the many export orders reported by exhibitors. These included the sale of fork lift trucks worth £250,000 by Eaton, Yale & Towne of Wednesbury, Staffordshire, to Blackwood Hodge (Ireland) Ltd., of Dublin. G. Hunter & Co. of Grays, Essex, announced £185,000 worth of export business for their dock levellers and scissors lifts comprising orders from Austria, France and the United States.

The next Mechanical Handling Exhibition, organized by Iliffe Exhibitions Ltd. and sponsored by IPC Business Press journals *Mechanical Handling* and *Materials Handling News*, will be held at Earls Court, London, in May, 1972.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).*

Encouraging first joint venture at Chicago Design Engineering Show

by A. W. Dexter, Vice-Consul (Commercial), Chicago

COALS to Newcastle? This idea has deterred many British companies from tackling the sophisticated American market but it was amply disproved by the participants in the first joint venture display at the annual Design Engineering Show, held this year from May 11 to 14 at Chicago's International Amphitheatre.

Under the auspices of the London Chamber of Commerce and the Board of Trade, five companies showed confidence in their ability to produce something of interest to the discriminating American design engineer. The joint venture stand, covering 1,000 square feet, demonstrated the versatility and diversity of British industry by a display of varied products including oil seals, instruments for testing surface coatings, filters for compressed-air lines audible warning signals, gear motors, flexible couplings and disc brakes. In addition to the London Chamber of Commerce information stand, the British Hydromechanics Research Association were promoting their publications and services.

Despite a crippling labour dispute in the trucking industry which shut out the displays of many prominent American companies, the British exhibits all arrived on time. Our participants were all pleasantly surprised at the calibre of the visitors to the show as well as their numbers. Although attendance was lower than in previous years, because of the current economic downturn, it was nevertheless heavy, nearly 30,000 admissions being registered, many of the visitors undoubtedly coming more than once.

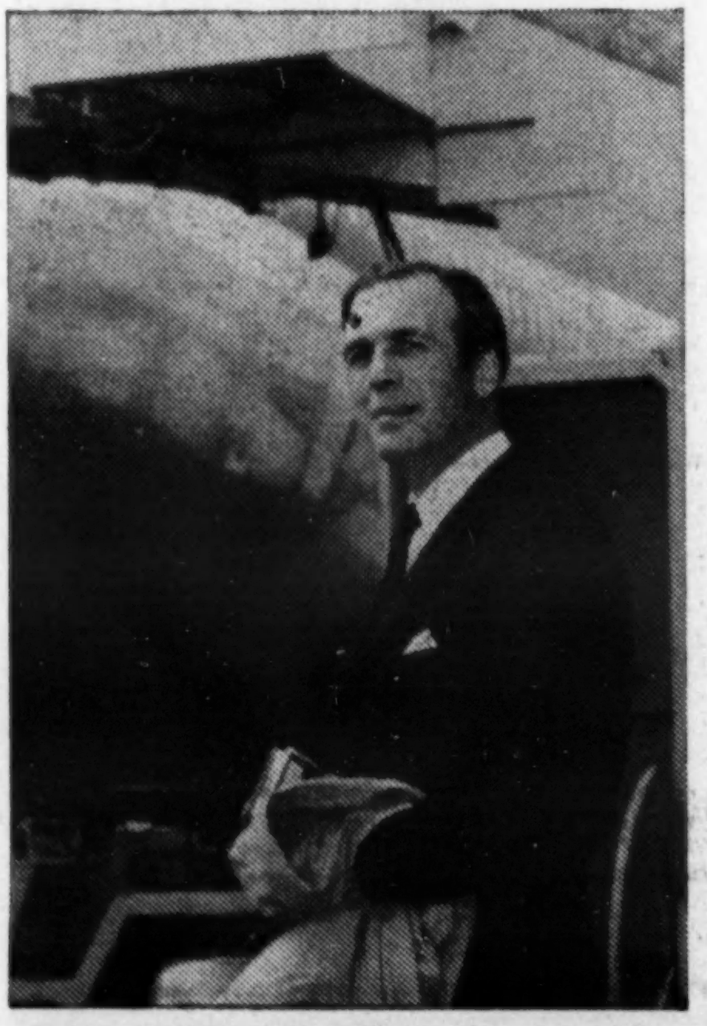
No spectacular successes were achieved, nor are they to be expected in an event of this nature where products and processs are examined and evaluated rather than bought and sold on the spot. The measure of success is the extent to which participants feel they have achieved their objectives and in this respect each British exhibitor was well satisfied. Two had had no previous American representation: one found several promising candidates for the agency while the other had an embarrasing choice of potential licensees, one of whom was sitting on his stand before the show even opened officially. The other three British participants had only been represented in the United States for a few months: they and their agents found this to be an excellent medium for widening their acquaintance with potential customers and gaining fuller knowledge of the requirements of the market.

Continued participation

For many years several other British companies have shown independently at this exhibition, either directly or through their subsidiaries or agents. This year's event included at least 10 exhibitors showing such varied components as locknuts, roller bearings, ball screws, counting devices, lettering systems, flexible couplings, pneumatic valves, hydraulic jacks, roller chain and speed reducers. Their continued participation is ample evidence that this is a show to which many other manufacturers of engineering components or materials should give serious consideration.

This is one of the three largest annual engineering exhibitions in the United States, with almost 700 participants in the 1970 event. Besides the items already mentioned there is always a large section devoted to fluid power, together with many exhibits of metals and other materials; electric motors; fastening devices; forgings, castings, extrusions and other small parts; and innumerable other items of interest to the design engineer.

Coals to Newcastle? Not at all, if a British company has an appropriate product, the ability to produce and the desire to explore this tempting market. Following the encouraging reactions of the participants in the first British joint venture, an option has been taken on prime space at next year's event, from April 19 to 23. 'Newcastle' in 1971 will be the New York Coliseum: send your 'coals' there and make prompt application to Fairs and Promotions Branch, Board of Trade, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, for a share in this exciting market place.



Mr. David Young, director of the Salary Research Unit, Associated Industrial Consultants Ltd., London, leaving London Airport by Jumbo Jet for a month's tour of South America. Mr. Young is carrying out a depth survey of cost of living, executive salaries and pitfalls for the businessman in every South American country. The information will be published later this year as a reference manual for international companies sending executives to live and work in South American countries.

IEA 'most valuable yet'

'ALL THE reports reaching me so far have been success stories,' said Mr. William Logan, chairman of the International Instruments, Electronics and Automation Exhibition, when it closed at Olympia, London, on May 16.

The show was again a record-breaker. It brought in 9,658 overseas buyers from 69 countries – more than ever before – with particularly strong representation from Germany, France and the United States. Total attendance was 110,266, fractionally down on the figures for the previous exhibition.

'The overall feeling is that this IEA has been the most valuable of the whole series,' Mr. Logan said. 'There has been particular emphasis on the remarkably high quality of the visitors. They were all people who meant business. No one can make a genuine assessment of trade initiated at a show of this size. But from what exhibitors tell me, it must run into hundreds of millions of pounds – a fine foundation for the industry's attack on the 1970's.'

Mr. Logan added: 'We are more than satisfied with the weight of overseas interest. The show in, fact, has confirmed our optimism for the export future.'

Exhibitors are reported as enthusiastic at the success of the show. Mr. G. H. Doust, managing director of the Plessey Components Division, called it 'a first-class exhibition,' and said that though the number of inquiries his firm had dealt with were down, the quality of them was up. He was particularly happy with overseas inquiries.

Mr. R. O. Mills, managing director of Comark Electronics, said that his firm would have to increase production to meet the orders initiated at the show.

Mr. A. F. Bulgin, closely associated with the IEA since its inception, was delighted with the weight of business generated – 'better than at any other exhibition' – and reported that overseas inquiries had increased by 7½ per cent.

The IEA was officially opened by Mr. Anthony Wedgwood Benn, Minister of Technology. It is promoted by the British Electrical and Allied Manufacturers' Association, British Industrial Measuring and Control Apparatus Manufacturers' Association, Electronic Engineering Association, Radio and Electronic Component Manufacturers' Federation and Scientific Instrument Manufacturers' Association of Great Britain.

Expo Euro, Folkestone—'a magnificent initiative'

THE 12-DAY Expo Euro, Folkestone's first European trade fair, was opened by Mr. David Ennals, Minister of State for Social Security, on May 20.

'This exposition could not have been better timed,' said Mr. Ennals. 'It comes hardly a month before the inauguration in Brussels of Britain's third application to join the Common Market. It is a modest but highly enterprising curtain-raiser for these vital negotiations.'

Stressing that the growth potential of British exports to EEC countries was 'enormous', Mr. Ennals said that no opportunity should be lost in showing our European friends the quality and the variety of the goods we had to offer. We wanted to export our goods to Europe – but we were no less happy for our friends in Europe to come over and buy in Kent shops. 'Buy British' was a good slogan, but 'Buy British in Britain' was even more topical, as thousands of Continental shoppers crossed the Channel to do their shopping here.

'Full marks to Folkestone for their initiative – and to Dover, who have decided to follow their example,' said Mr. Ennals, and went on to make the point that in order to make visitors feel at home we needed more French-speaking guides, more shop signs in French, and window displays to tempt the tourist.

'Expo Euro is a magnificent initiative.' concluded Mr. Ennals.

Quality British products in demand at Wiesbaden Pet Trades Fair

A report from the British Consulate-General, Frankfurt

A RECORD number of exhibitors participated in the 11th International Pet Trades Fair (Interzoo) held in the Rhein-Main-Halle in Wiesbaden from May 8-10. Of the 142 firms represented, the 18 British exporters formed by far the largest non-German contingent, followed by Holland with four participants, Italy and Switzerland with three each, and Austria and the United States with one each. Fourteen of the British exhibitors were members of a joint venture group sponsored by the Board of Trade in association with the Pet Trade Association Ltd., thus scoring a 50 per cent increase over Britain's representation in the 10th Interzoo in 1968. A wide variety of well-designed goods were on display, including aquaria requisites, leather goods, bird cages, dog coats and harnesses and pet foods and accessories of many kinds. The joint venture stands occupied a spacious site in a prime position in the airy principal exhibition hall, and attracted a large number of buyers and inquirers.

Despite the high proportion of German exhibitors, the truly international flavour of the fair was amply demonstrated by the number of buyers present from other EEC member countries, as well as from EFTA countries, the United States and further afield. On the first day alone, visitors from 27 different countries were registered. The majority of the joint venture members were able to make initial contacts or establish firm trading links with agents and importers not only from the Federal Republic of Germany but also from Continental Europe. American buyers were also well to the fore, on the lookout for new products for the ever-growing American domestic market.

The general tendency was for British firms not already represented in the Federal Republic of Germany to enlist the services of a number of agents or importers, each responsible for a particular geographical region. Many members of the British contingent were also delighted to find that their prices were very competitive compared with those set by local manufacturers, and that one noticeable effect of Federal Germany's continuing economic prosperity was that those products at the upper end of their ranges, with only a limited sales potential in the United Kingdom, were in the event the products most in demand with German buyers.

Galleon Products of Attleborough were very successful with their blister-shaped small and medium-sized aquaria, and North West Plastics of Manchester also displayed their 'Caribbean' perspex bow-fronted tank with promising results. Luda-Meaties of Louth had an auspicious fair, acquiring agents for the Federal Republic of Germany and other EEC countries for their range of meat-filled dog biscuits. Campbell MacDonald made their first appearance at Interzoo with a fetching line in boutique quality dog coats, and the Anglo Aquarium Plant Co. Ltd. were delighted with the demand for their aquaria plants.

In sum, all the British participants expressed themselves satisfied with business at the fair, and the majority expect to show again at the 12th Interzoo in 1972 to cement relationships established this year and to make further new contacts.

'Britain in Finland 1970': preparations for Helsinki trade fair

AN EXHIBITORS' meeting for the Helsinki International Trade Fair (September 17-27) was held in London on May 11, when about 80 of the 100 British exhibitors were shown, by means of talks, slides, display models and information manuals prepared by the Board of Trade and the Central Office of Information, the design, colour scheme and layout of the British participation and of their companies' stands. The Board of Trade is organizing a large British section at this event which will include the products of the members of four joint ventures sponsored by the London Chamber of Commerce, the Birmingham Engineering and Building Centre, the British National Export Council and the British Compressed Air Society.

As a direct result of this conference, representatives of the Board's Fairs and Promotions Branch are visiting Helsinki this week for a parallel briefing of the Finnish agents of British companies. Some 90 per cent of the British companies so far participating in the fair are represented, sometimes exclusively, by agents in Finland, and it is hoped that this exercise will prevent the confusion that sometimes arises from a failure adequately to brief the agents.

While in Helsinki, the Board's representatives will also attend a briefing for the British Motor Show to be held in Helsinki from October 14-18. The co-sponsors, the Society of Motor Manufacturers and Traders, have a permanent representative in Helsinki, and the motor market in that country is dominated by the agencies, which have their own sales outlets.

There are still one or two vacancies on the British stands for the International Trade Fair. Interested firms should contact as soon as possible Mr. A. G. Pearson, Board of Trade Fairs and Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7207).

James Neill and Company (Sheffield) Ltd., manufacturers of 'Eclipse' tools, held a two-day Euroforce Conference in Switzerland on May 6-7. This is the first time that James Neill have gathered all their agents together for such a conference in Europe. Picture shows agents from Austria, Belgium, Denmark, Finland, Germany, Holland, Italy, Norway, Sweden and Switzerland, together with the chairman, sales director and executives from James Neill.

Mr. A. L. Della-Porta, chairman, The Premier Drum Co. Ltd., London, and Mr. R. H. Platt, president of The Magnavox Company, New York, have announced a long-term agreement for the Selmer division of The Magnavox Company to distribute Premier drums and percussion equipment in the United States. The entire Premier line of drums, accessories, and tuned percussion will be distributed by the Selmer division at Elkhart, Indiana. Picture shows the negotiating group for the new arrangement (left to right): Mr. Gerald Della-Porta, managing director of Premier; Mr. Warren Campo, Jr., who will manage Selmer's new Premier percussion department; Mr. Charles Bickel, executive vice-president, Selmer division; and Mr. Jack Feddersen, president, Selmer division of The Magnavox Company

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the Board of Trade Journal.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

Gold Medal for Lansing Bagnall

A GOLD MEDAL has been won by Lansing Bagnall Ltd. of Basingstoke for the best exhibit at the biennial Czechoslovakian Materials Handling Exhibition (INTRAMA) recently held in Ostrava. This is the first time that such an award has been won by a company outside Eastern Europe and is for the 4,000 lb. capacity electric lift truck model FOER 9.

Dowty at Madrid mining exhibition

DOWTY will show for the first time examples from their range of four- five- and six-leg chocks, the new 150BL conveyor drive and a variety of mining equipment at the sixth International Mining Congress and Exhibition in Madrid beginning on June 1. The Board of Trade and the Association of British Mining are organizing a joint venture at the show.

Hanover Fair achievement

ABRASIVE DEVELOPMENTS LTD., Henley-in-Arden, Warwicks., report that over 300 'positive inquiries' were made on their stand at the recent Hanover Fair. Mr. Ian Yearsley, special director – marketing, comments, 'If we only convert 25 per cent of the inquiries into actual sales, we should achieve a £250,000 turnover.' The inquiries were made by buyers from Germany, Spain, Portugal, France, Mexico, Argentina, Japan, Australia, South Africa the United States, Canada, the USSR and Czechoslovakia. The AD display featured highly controlled wet and dry blast equipment for the cleaning and finishing of metal surfaces, and the inquiries ranged from equipment for satin finishing musical instruments to equipment for the automatic matting of car bodies, prior to final spraying.

Abrasive Developments were one of a number of British exhibitors who shared the joint venture facilities provided by the Board of Trade and the Engineering and Building Centre, Birmingham. Mr. Yearsley is full of praise for the organization behind the group display venture: 'It was extremely useful to have this backing – the provision of a well designed stand was so valuable for a firm like ours, particularly as the cost was relatively small in relation to the immense goodwill and interest created with potential customers.'

Optimec success in United States

THE OPTIMEC Preset and Datumset are reported to have aroused 'considerable interest' when shown for the first time in the United States on the Ken Yarker Ltd. stand at the recent SME show held in Detroit. The company was part of the joint venture stand organized by the Board of Trade and the Machine Tool Trades Association. Agreements are currently being finalized with American and Canadian companies for the distribution of Optimec products throughout the United States and Canada.

'Whilst the Americans are well advanced in NC machine tools, the Optimec Preset and Datumset are ahead of anything they have on the market which could be termed competitive. In spite of the recession in the United States machine tool market, we are expecting great things,' commented Ken Yarker on his return.

Export orders at Mechanical Handling Exhibition

BRISK BUSINESS in the sales of their fork lift trucks was reported by Bonser Engineering Ltd., as a result of their participation in the recent Mechanical Handling Exhibition at Earls Court.

'Export orders booked included 25 of our new 70 D diesel-powered, hydrostatic transmission trucks for Malaysia – a territory generally considered to be dominated by the Japanese,' says Peter Thompson, the Bonser marketing director. 'This order alone was worth £75,000.'

Orders worth £30,000 were received from our distributors in Italy, Germany and France and a very large number of our fork lifts have also been sold to home market distributors.'

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom fims are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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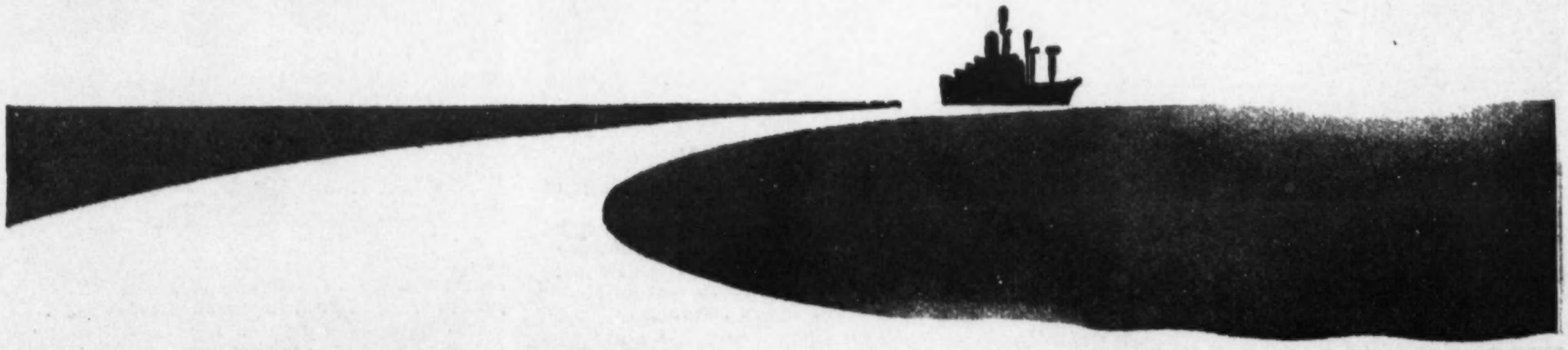
Far East



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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

BRITISH SOLOMON ISLANDS

THE MINISTER of Overseas Development is providing £70,000 for British plant and equipment for developing projects in the British Solomon Islands during 1970 and 1971.

With the exception of drilling and earth boring machinery the Protectorate's plant is now adequate to support three work teams and also to maintain roads and other works already constructed. Although the existing plant force is adequate in size, some of the equipment is old and expensive to maintain and the new financial provisions provide for the replacement of some of these older machines which will reach the end of their useful lives during 1970.

The rapid growth in plant size and vehicle force in recent years has placed a heavy burden on the mechanical maintenance facilities available and additional equipment, tools and minor improvements to the Honiara, Auki and Gizo workshops are being provided.

Machinery items including a 50 h.p. bulldozer, four tractors, six trailers, two 6 cu. yd. tippers, two 4-ton trucks, two semi-trailers, eight landrovers, drilling equipment, workshop equipment tools and improvements, and other plant.

Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318), quoting Ref. CRE 19717/G.

NEPAL

THE MINISTRY of Overseas Development has engaged Messrs. Norman and Dawbarn, the London architects and consulting engineers, under technical assistance arrangements to design and supervise the construction of a secondary school for boys at Burhanilkantha near Katmandu, Nepal.

The school, which will form an important part of Nepalese plans for increasing secondary education in their country, will provide for about 450 pupils (including 360 boarders) and free scholarship places will be available for at least one-third of the pupils. English will be the medium of instruction. The total cost of British assistance to the school over a ten-year period is expected to be about £600,000. In addition to the Norman and Dawbarn consultancy and help with construction costs, Britain will also provide the headmaster and other staff; advisers for the School Board; a contribution to the Scholarship Fund; educational equipment and training in Britain for Nepalese teachers.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278) quoting reference number CRE 29184.

Algeria and Poland

THE ALGERIAN *Journal Officiel* of April 17, 1970, published details of the trade agreement of 1963 between Algeria and Poland as it applies for 1970.

Algerian exports include iron ore, zinc concentrates, phosphorites, citrus fruit, various agricultural products and some industrial goods. Poland will export machinery, textiles, household goods, glass articles and pharmaceuticals.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Lebanon-UAR commercial protocol

IN JANUARY THIS year a new commercial protocol was concluded in Beirut between the Lebanese and the United Arab Republic governments, but it is still to be ratified by the Lebanese Parliament.

In general, the protocol follows the pattern of previous trade agreements between the two countries, which made provisions for customs duty exemptions at rates varying between 100 per cent and 25 per cent for certain types of goods imported from either country to the other. To this has been added five industrial and two agricultural items.

The Board of Trade has received a French translation of the protocol, and its annexes, and inquiries should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Iraq-Jordan economic relations

AN ECONOMIC PROTOCOL was signed on May 7 between Iraq and Jordan, increasing the volume of trade exchanges to £4 million and providing for the establishment of trade centres.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Japan and Mexico

THE RATIFICATION of a new commercial treaty between Mexico and Japan was reported in the *Board of Trade Journal* of February 11 and *The Export Service Bulletin* of February 10. HM Embassy in Mexico City have reported that the agreement has now been published in the Mexican *Official Gazette*, and an unofficial English translation is now available which may be seen at Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

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Opportunities for exporters—calls for tender

BoT JOURNAL SUMMARIES OF EXPORT OPPORTUNITIES, ETC. TO END AFTER JUNE 3

Readers are reminded that the Board of Trade's *Export Service Bulletin* is being discontinued after the issue of June 1.

In consequence, the weekly summary of *Bulletin* items carried in this section of the *Journal* under the headings: 'Opportunities for exporters – calls for tender, agency inquiries, market reports, etc.' will also be discontinued after June 3 edition.

Thereafter the *Journal* will only publish extracts from the quarterly economic reports which have previously been published in the *Bulletin*, together with an occasional limited selection of summaries of individual export opportunities.

***Journal* readers who have hitherto relied on the weekly summary for information about export opportunities, etc., should note that this range of information can now be obtained only by subscribing to the new Export Intelligence Service which comes into operation on June 2. The new service (which was described in detail in the *Board of Trade Journal* of January 7) will provide each exporter with overseas commercial information tailored to his individual needs in terms of the goods or services he exports, the markets on whch he seeks information and the types of information he wants. Exporters who have not yet joined the Export Intelligence Service are referred to the announcement on page 1364 of the May 30 issue.**

Although information about tariff changes, etc., in overseas countries will now be included in the new computerized Export Intelligence Service (on a selective basis covering only the subscriber's specified requirements), this material will continue to be published in the *Board of Trade Journal*. As regards the occasional very long tariff lists covering several pages of the *Journal*, however, consideration is being given to the possibility of publishing only a brief note in the *Journal* with an indication of the appropriate section of the Board where fuller details can be obtained. This would be for the convenience of the limited number of readers who might require the complete list.

ALGERIA

Bulletin 93/70

DEPARTMENTAL AUTHORITY OF THE WILAYA OF TITTEN:
*18s. (In French.) Poultry Farm. (Further Information.) E.S.B. 57289/70/J.
MINISTERE DE L'INFORMATION:
*26s. (In French.) Printing Equipment. June 20. E.S.B. 57930/70/J.
MINISTERE DE L'AGRICULTURE ET DE LA REFORME AGRAIRE:
Plastic Sheeting. June 30. E.S.B. 58001/70/J.
SNCG:
*Laboratory Equipment. (Further Information.) E.S.B. 57626/70/J.

Bulletin 84/70

ALGERIAN STATE RAILWAYS:
*30s. Railway Vehicles. August 11. E.S.B. 57952/70/J.
*21s. (In French.) Tractors. July 11. E.S.B. 57953/70/J.
LE MINISTERE DE L'AGRICULTURE ET DE LA REFORME AGRAIRE:
*16s. Afforestation Study. July 3. E.S.B. 57954/70/J.
*16s. Afforestation Study. July 3. E.S.B. 57955/70/J.
*17s. Afforestation Study. July 3. E.S.B. 57957/70/J.

ARGENTINA

Bulletin 95/70

SERVICIOS ELECTRICOS DEL GRAN BA:
*50s. (In Spanish.) Cable Clamps and Accessories. June 10. E.S.B. 57999/70/J.
*41s. (In Spanish:) Transformers. June 10. E.S.B. 58000 70/J.
COMPANIA ITALO ARGENTINA DE ELECTRICIDAD SA:
Electrical Equipment. June 22. E.S.B. 57965/70/J.

Bulletin 96/70

SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES:
*33s. (In Spanish.) Terminal Boxes. June 10. E.S.B. 57966/70/J.
YACIMIENTOS PETROLIFEROS FISCALES:
Oil Tankers. June 30. E.S.B. 58130/70/J.

AUSTRALIA

Bulletin 92/70

STATE STORES BOARD (QUEENSLAND):
*5s. Motor Cycles. June 11. E.S.B. 57889/70/J.

Bulletin 94/70

SYDNEY COUNTY COUNCIL:
Resistors and Reactors. June 11. E.S.B. 58006/70/J.
High Voltage Testing Equipment. August 13. E.S.B. 58007/70/J.

Bulletin 96/70

ELECTRICITY COMMISSION OF NEW SOUTH WALES:
Pumps. June 8. E.S.B. 58162/70/J.

BOLIVIA

Bulletin 93/70

LA CORPORACION MINERA DE BOLIVIA:
*1s. (Specifications.) Carbon Steel Plates. June 21. E.S.B. 57884/70/J.

BRAZIL

Bulletin 96/70

COMPANHIA METROPOLITANA DE AGUAS DE SAO PAULO:
*12s. (In Portuguese.) Construction Equipment. (Further Informaion.) E.S.B. 57381/70/J.

BURMA

Bulletin 93/70

MYANMA EXPORT-IMPORT CORPORATION:
*3s. Electric Arc Welding Set, Petrol Arc Welding Set. June 10. E.S.B. 57919/70/J.
*3s. Tyres and Tubes. June 15. E.S.B. 57928/70/J.
*34s. Oil and Grease for Lubrication. June 15. E.S.B. 57929/70/J.
MYANMA BAWDWIN CORPORATION:
*3s. Punching and Shearing Machine. June 10. E.S.B. 57925/70/J.
*3s. Cupola. June 10. E.S.B. 57921/70/J.
*4s. Machine Tools. June 10. E.S.B. 57920/70/J.
*3s. Copper Wire. June 10. E.S.B. 57918/70/J.
MYANMA OIL CORPORATION:
*4s. Pumping Unit. June 8. E.S.B. 57983/70/J.
BURMA PHARMACEUTICAL INDUSTRY:
*4s. Chemicals. June 5. E.S.B. 57922/70/J.

Bulletin 94/70

PUBLIC WORKS CORPORATION:
*5s. Pumps; Air Compressors. June 16. E.S.B. 57977/70/J.
*6s. Power Press; Shearing Machine. June 15. E.S.B. 57978/70/J.
*7s. Pump Testing Equipment. June 15. E.S.B. 57979/70/J.

Brief details are given here of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletin, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcements is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

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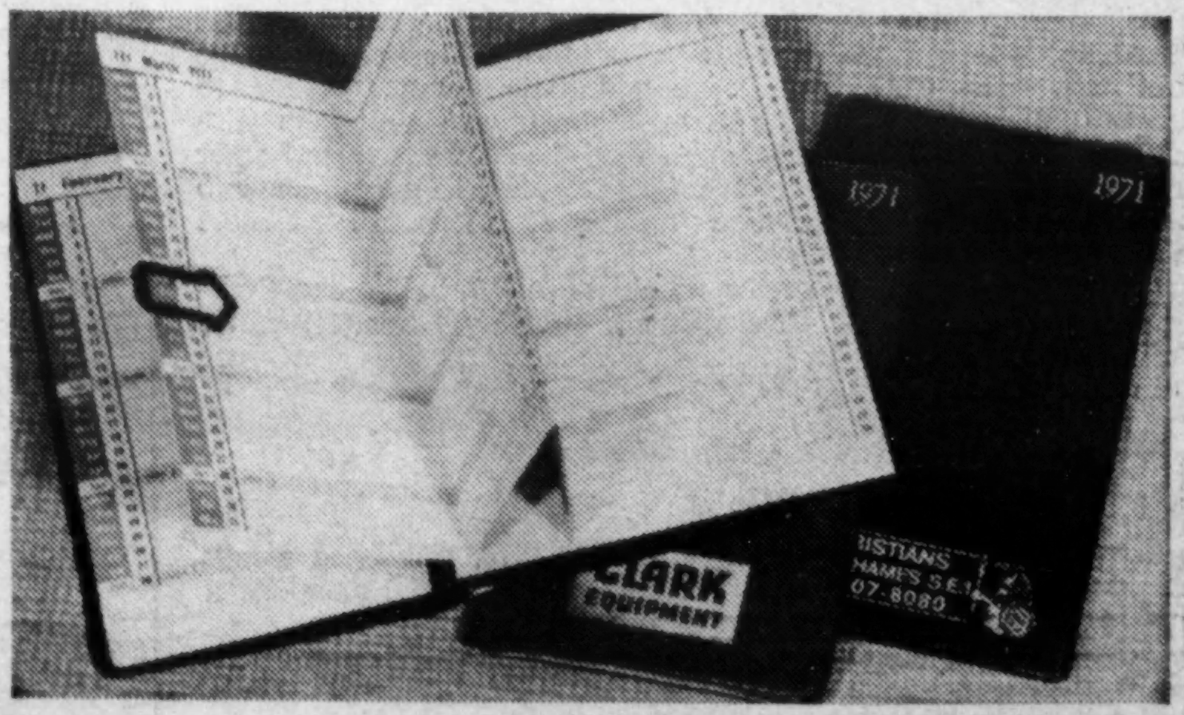

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MYANMA OIL CORPORATION:
*3s. Floodlight Projector. June 11. E.S.B. 57781/70/J.
*3s. Copper Pipe. June 20. E.S.B. 57782/70/J.

Bulletin 95/70
*3s. Drawing Materials. June 15. E.S.B. 57926/70/J.
MYANMA EXPORT-IMPORT CORPORATION:
*3s. Measuring Instruments. June 10. E.S.B. 57980/70/J.
*3s. Clutch Plates. June 20. E.S.B. 57985/70/J.
INLAND WATER TRANSPORT BOARD:
Catamaran. June 30. E.S.B. 57981/70/J.

Bulletin 96/70
MYANMA OIL CORPORATION:
*3s. Hydrocarbon Flushing Fluid. June 10. E.S.B. 57984/70/J.

CANADA

Bulletin 92/70
MANITOBA HYDRO:
*60s. Transformer. (Further Information.) E.S.B. 57682/70/J.

Bulletin 93/70
*46s. Grounding Transformer. June 15. E.S.B. 57890/70/J
*59s. Transformers. (Further Information.) E.S.B. 57727/70/J.

Bulletin 94/70
Radio Control System. June 18. E.S.B. 58008/70/J.

CEYLON

Bulletin 93/70
MINISTRY OF LAND, IRRIGATION AND POWER:
Pump Sets; Water Meters; Valves; Pipes and Fittings; Cement; Vehicle. July 13. E.S.B. 57787/70/J.
CEYLON GOVERNMENT RAILWAY:
Telephone and Telegraph Cables, Renewal Materials. (Further Information.) E.S.B. 57683/70/J.
STATE ENGINEERING CO. OF CEYLON:
Compressed Air Hose. June 15. E.S.B. 58038/70/J.

COLOMBIA

Bulletin 95/70
EMPRESA DE TELEFONOS DE BOGOTA:
Telephone Sets. July 7. E.S.B. 58034/70/J.

COSTA RICA

Bulletin 95/70
EL INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. Generators. July 31. E.S.B. 58090/70/J.

FIJI

Bulletin 95/70
GOVERNMENT SUPPLIES BOARD:
*1s. Tyres and Tubes. June 26. E.S.B. 58033/70/J.

GREECE

Bulletin 92/70
PUBLIC POWER CORPORATION:
Phase Detector. June 10. E.S.B. 57773/70/J.
MINISTRY OF TRADE:
*3s. Tension Testing Machinery, Drills. June 8. E.S.B. 57780/70/J.
*11s. Fireproof Clothing, Fencing Suits. June 10. E.S.B. 57776/70/J.
*3s. Letter-opening Machinery. June 17. E.S.B. 57778/70/J.

Bulletin 94/70
PUBLIC POWER CORPORATION:
Oscillographs. June 25. E.S.B. 57862/70/J.
Telephone Apparatus and Exchanges. June 23. E.S.B. 57861/70/J.
Electric Pipes. June 22. E.S.B. 57860/70/J.
MINISTRY OF COMMERCE:
*5s. Paper. June 10. E.S.B. 57996/70/J.
PUBLIC POWER CORPORATION:
Electricity Network Error Locators. June 24. E.S.B. 57863/70/J.
Crane. June 20. E.S.B. 57864/70/J.
Heat Accumulators. June 17. E.S.B. 57865/70/J.

Bulletin 95/70
MINISTRY OF TRADE:
*4s. Chemicals. June 12. E.S.B. 57994/70/J.

INDIA

Bulletin 93/70
SOUTH EASTERN RAILWAY:
Railway Route Relay Interlocking System. (Further Information.) E.S.B. 57464/70/J.
CENTRAL STORES DIVISION, KALOGARH:
Carbon Steel. June 19. E.S.B. 57958/70/J.

Mr. H. Ralph Beasley, managing director of Motorola Control Systems Ltd., on his return from the SNAM Proggetti offices in Milan after successfully completing negotiations for a contract for Motorola 'Veritrak' electronic process control instrumentation to be installed at two projects in Italy. The contract was placed by ANIC, the Italian State Group of Companies, and covers ammonia, power station, and urea processing plant in Manfredonia, Italy, and a BTX plant and an alkylation platform in Sardinia. Value of the contract, to date, is over £500,000.

Bulletin 94/70
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*30s. Profile Correcting Machine. June 19. E.S.B. 57951/70/J.
DIESEL LOCOMOTIVE WORKS:
*Gearhob, Grinders. Closing date postponed to June 30 (Further Information.) E.S.B. 55367/70/J.
BOKARO STEEL LTD.:
*87s. Refractories. (Further Information.) E.S.B. 57231/70/J.
*Refractories. (Further Information.) E.S.B. 57229/70/J and 57230/70/J.

Bulletin 95/70
RAMGANA RIVER PROJECT AUTHORITY:
Pressure Anemograph. June 29. E.S.B. 58037/70/J.

Bulletin 96/70
HINDUSTAN SHIPYARD LTD.:
Plates for Shipbuilding. June 22. E.S.B. 58121/70/J.

INDONESIA

Bulletin 95/70
DIRECTORATE GENERAL OF HIGHWAYS AND PUBLIC WORKS:
Electrical Equipment. July 15. E.S.B. 58091/70/J.

IRAN

Bulletin 92/70
IRANIAN STATE RAILWAYS:
*Iron Rod. (Further Information.) E.S.B. 56717/70/J.

Bulletin 96/70
*12s. Tyres, Steel. July 21. E.S.B. 58132/70/J.

IRAQ

Bulletin 92/70
ASBESTOS INDUSTRIES COMPANY (NAT):
*3s. Fork Lift. June 10. E.S.B. 57798/70/J.
MINISTRY OF IRRIGATION:
Construction of Lock and Structures. (Further Information.) E.S.B. 56662/70/J.
Construction of Canal. July 20. E.S.B. 57812/70/J.
MINISTRY OF DEFENCE:
*2s. Transmitter and Receiver Spare Parts. June 28 E.S.B. 57751/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*25s. Piston Pumps. (Further Information.) E.S.B. 56757/70/J.
DAIRY ADMINISTRATION:
*2s. Milk Flavouring. June 10. E.S.B. 57754/70/J.
IRAQI PORTS ADMINISTRATION:
Saws. June 10. E.S.B. 57811/70/J.
Rubber Hose. June 10. E.S.B. 57808/70/J.

Bulletin 96/70
MINISTRY OF DEFENCE:
*1s. Transceivers. July 5. E.S.B. 58148/70/J.
*1s. Cable. June 28. E.S.B. 58141/70/J.
*1s. Mobile Radio Station. July 5. E.S.B. 58142/70/J.
*1s. Radio Station. July 5. E.S.B. 58147/70/J.
ASBESTOS INDUSTRIES CO. (NAT.):
*3s. Bolts and Nuts. June 25. E.S.B. 58150/70/J.
MINISTRY OF OIL AND MINERALS:
'U' Tubes. June 16. E.S.B. 58127/70/J.
SULAIMANIYA CIGARETTE FACTORY ADMINISTRATION:
Tape, Gummed. June 18. E.S.B. 58128/70/J.
MINISTRY OF OIL AND MINERALS:
*2s. Press Caps. June 13. E.S.B. 58144/70/J.
*2s. Fancy Tallow. June 9. E.S.B. 58145/70/J.
STATE ELECTRICAL INDUSTRIES:
Shafting Bars. June 20. E.S.B. 58123/70/J.
Motor Bushes. June 20. E.S.B. 58125/70/J.

IRISH REPUBLIC

Bulletin 95/70
CARLOW COUNTY COUNCIL:
Water Treatment Plant and Ancillaries. June 30. E.S.B. 57998/70/J.

Bulletin 96/70
DAIRY ADMINISTRATION:
*2s. Emulsifier-Stabilizer for Ice Cream Mix. June 10. E.S.B. 58122/70/J.
IRAQI PORTS ADMINISTRATION:
Spiral Water Meters. June 17. E.S.B. 58124/70/J.
DIRECTORATE GENERAL OF RAILWAY SERVICES:
Brake Vans. July 6. E.S.B. 58126/70/J.
MINISTRY OF DEFENCE:
*2s. Batteries. June 28. E.S.B. 58131/70/J.

JORDAN

Bulletin 92/70
JORDAN PETROLEUM REFINERY CO. LTD.:
*1s. Condenser Tubes. June 14. E.S.B. 57762/70/J.

KENYA

Bulletin 94/70
EAST AFRICAN RAILWAYS AND HARBOURS:
*1s. Steel Tyres. June 17. E.S.B. 57907/70/J.

MALAGASY REPUBLIC

Bulletin 92/70
DIRECTION GENERALE DE L'EQUIPEMENT ET DES COMMUNICATIONS:
School Equipment and Furniture. July 2. E.S.B. 57113/70/J

MALAYSIA

Bulletin 92/70
CENTRAL TENDER BOARD:
*3s. Dragline Excavator. June 8. E.S.B. 57791/70/J.
*3s. Tractor. June 8. E.S.B. 57792/70/J.
*3s. Rotary Cutters. June 8. E.S.B. 57793/70/J.
*3s. Pipes and Fittings. June 8. E.S.B. 57794/70/J.

(Continued on next page)

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DIRECTOR OF PUBLIC WORKS:
*Fountain Pumps and Lighting Equipment. June 15. E.S.B. 57795/70/J.

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NATIONAL ELECTRICITY BOARD:
Switchgear and Ancillary Equipment. July 8. E.S.B. 57816/70/J.

Bulletin 95/70
MINISTRY OF DEFENCE:
*4s. Industrial Sewing Machines. June 18. E.S.B. 58009/70/J.
*3s. Shaping Machine. June 18. E.S.B. 58010/70/J.
*5s. Spindle Moulding Machine. June 18. E.S.B. 58011/70/J.
*2s. Drilling Machine. June 18. E.S.B. 58012/70/J.
*2s. Grinding Machine. June 18. E.S.B. 58013/70/J.
*3s. Grinding Machine. June 18. E.S.B. 58014/70/J.
*5s. Grinding Machine. June 18. E.S.B. 58015/70/J.
*5s. Machine Grinding Tool and Cutter. June 18. E.S.B. 58016/70/J.
*5s. Grinding Machine. June 18. E.S.B. 58017/70/J.
*2s. Turning and Grinding Brake Drum Machine. June 18. E.S.B. 58018/70/J.
*2s. Engine Stands. June 25. E.S.B. 58019/70/J.
*5s. Milling Machine. June 25. E.S.B. 58020/70/J.
*3s. Transformer. June 25. E.S.B. 58021/70/J.
*5s. Test Bench Electrical Equipment. June 25. E.S.B. 58022/70/J.
*8s. Fuel Injection Equipment. June 25. E.S.B. 58023/70/J.

MALTA

Bulletin 95/70
TREASURY:
*8s. Chalk. June 18. E.S.B. 58074/70/J.
*8s. Communications Set Equipment. June 18. E.S.B. 58085/70/J.

MOROCCO

Bulletin 93/70
MINISTERE DE L'AGRICULTURE ET DE LA REFORME AGRAIRE:
Pharmaceutical Products for Veterinary use. Closing date not stated. E.S.B. 57934/70/J.
MINISTRY OF POSTS, TELEGRAPH AND TELEPHONE:
Telephone Instruments. June 8. E.S.B. 57935/70/J.

MOZAMBIQUE

Bulletin 93/70
PORTS, RAILWAYS AND TRANSPORTS DEPT.:
Railway Machinery. June 11. E.S.B. 57878/70/J.

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NEW ZEALAND FOREST SERVICE:
*4s. Circular Saw. June 17. E.S.B. 58062/70/J.

Bulletin 93/70
NEW ZEALAND FOREST SERVICE:
*6s. Autoclave Digester. June 16. E.S.B. 57898/70/J.

Bulletin 94/70
*3s. Tyres and Tubes. June 16. E.S.B. 57989/70/J.
*10s. Stock Thickener. June 8. E.S.B. 58026/70/J.

Bulletin 96/70
*4s. Cotton Drill. June 19. E.S.B. 58155/70/J.

PAKISTAN

Bulletin 92/70
DIRECTOR OF SUPPLY:
Vehicle Testing and Maintenance Equipment. Closing date postponed to June 15. (Further Information.) E.S.B. 43853/70/J.

Bulletin 94/70
TELEGRAPH AND TELEPHONE DEPARTMENT:
*Microwave System. August 31. E.S.B. 57975/70/J.
*Microwave Radio Systems. July 30. E.S.B. 57976/70/J.
WEST PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION:
Cement Bags. June 17. R.S.B. 58003/70/J.
DIRECTOR PROCUREMENT AND STORES:
Construction of Sewers. June 10. E.S.B. 57992/70/J.

SAUDI ARABIA

Bulletin 93/70
UNIVERSITY OF RIYADH:
Scientific Apparatus and Chemicals. September 7. E.S.B. 57818/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 94/70
PUBLIC UTILITIES BOARD:
Steel Pipe. June 15. E.S.B. 57872/70/J.

SOUTH AFRICA

Bulletin 97/70
PROVINCIAL ADMINISTRATION OF THE CAPE OF GOOD HOPE:
Scientific Apparatus for Schools. June 9. E.S.B. 58102/70/J.
Cotton Thread. June 9. E.S.B. 58104/70/J.
Dyeline Paper and Developer. June 12. E.S.B. 58105/70/J
Paper Clips. June 9. E.S.B. 58106/70/J.
Cellulose Film. June 12. E.S.B. 58107/70/J.
School Scientific Apparatus. June 19. E.S.B. 58108/70/J.

SPAIN

Bulletin 93/70
MINISTERIO DEL AIRE:
Transmitter Receiver Sets. June 22. E.S.B. 57849/70/J.
DIRECCION GENERAL DE CORREOS Y TELECOMMUNICACION:
Transmitter Shortwave. June 30. E.S.B. 57937/70/J.

Bulletin 95/70
MINISTERIO DEL EJERCITO:
Generating Set. June 9. E.S.B. 58056/70/J.
MINISTERIO DE AGRICULTURA:
Power Grades. June 10. E.S.B. 58055/70/J.

SUDAN

Bulletin 94/70
CENTRAL ELECTRICITY AND WATER CORPORTATION:
*6s. Cut-Outs. June 11. E.S.B. 57940/70/J.
POSTS AND TELEGRAPHS DEPARTMENT:
*42s. Automatic Telephone Exchanges. June 27. E.S.B. 57942/70/J.
SUDAN GEZIRA BOARD:
*2s. Cable. June 17. E.S.B. 57945/70/J.

Bulletin 95/70
*5s. Workshop Machinery. July 1. E.S.B. 57949/70/J.
*3s. Electrical Supplies. June 21. E.S.B. 57944/70/J.
*3s. Well Boring Equipment. July 1. E.S.B. 57946/70/J.
*2s. Flood Lighting Fittings. June 28. E.S.B. 57947/70/J.
*4s. Rails and Accessories. July 6. E.S.B. 57948/70/J.
*5s. Railway Wagons. June 24. E.S.B. 57943/70/J.

Bulletin 96/70
CONTROLLER OF STORES – POSTS AND TELEGRAPH DEPARTMENT:
*2s. Magnetic Recording Tape. June 27. E.S.B. 57941/70/J.

TAIWAN

Bulletin 95/70
CENTRAL TRUST OF CHINA:
*2s. Millivoltmeters. June 8. E.S.B. 57820/70/J.
*2s. Pipe Straighteners and Accessories. June 10. E.S.B. 57819/70/J.
*5s. Measuring and Counting Instruments. July 6. E.S.B. 57833/70/J.
*5s. Pumps. June 29. E.S.B. 57874/70/J.
*8s. Cast Iron Rolls. June 15. E.S.B. 57853/70/J.
*5s. Steel Rods, Plates and Bars. July 7. E.S.B. 57829/70/J.
*1s. Condenser Tubes. June 16. E.S.B. 57839/70/J.
*2s. Safety Equipment. June 12. E.S.B. 57852/70/J.
*5s. Hemispherical Heads. June 26. E.S.B. 57851/70/J.
*2s. Radial Drilling Machine. June 8. E.S.B. 57830/70/J.
*2s. Photometer. June 11. E.S.B. 57932/70/J.
*3s. Oil Purification Equipment. July 8. E.S.B. 57846/70/J.
*2s. Temperature Controller, Thermocouples, etc. June 15. E.S.B. 57847/70/J.
*2s. Tools for Diesel Engines. June 10. E.S.B. 57768/70/J.
*15s. Telephone Adapting Equipment. June 17. E.S.B. 57876/70/J.
*5s. Hydraulic Jacks. June 22. E.S.B. 57838/70/J.
*1s. Pipe. June 15. E.S.B. 57840/70/J.
*3s. Tipping Paper. July 7. E.S.B. 57845/70/J.
*2s. Lightning Arresters. June 12. E.S.B. 57933/70/J.
*5s. Steel Sheet, Bars and Strips, Brass Tubing, Rotating Band. June 8. E.S.B. 57848/70/J.
*1s. Towing Dynamometer. June 10. E.S.B. 57856/70/J.

Bulletin 94/70
*2s. Platinum Alloy Gauzes. June 9. E.S.B. 53831/70/J.
*3s. Agalmatelite and Pyrophyllite. June 11. E.S.B. 57931/70/J.
*5s. Cast Iron Rolls. June 15. E.S.B. 57854/70/J.
*3s. Laboratory Instruments. June 10. E.S.B. 57855/70/J.
*8s. Substation Tools. June 30. E.S.B. 57875/70/J.
*Power Plant Crane. July 3. E.S.B. 57877/70/J.

TANZANIA

Bulletin 93/70
CENTRAL TENDER BOARD:
*20s. Telephone Exchange Switchboards. June 18. E.S.B. 57960/70/J.

THAILAND

Bulletin 95/70
STATE RAILWAY OF THAILAND:
Electrical Equipment. June 8. E.S.B. 58043/70/J.
*3s. Air Compressor. June 5. E.S.B. 58045/70/J.

Bulletin 96/70
Fork Lift Truck. June 9. E.S.B. 58069/70/J.
ELECTRICITY GENERATING AUTHORITY OF THAILAND:
Photogeological and Photogrammetric Survey. June 23. E.S.B. 58063/70/J.
DIRECTORATE OF AIR ENGINEERING:
Electrical Equipment. June 11. E.S.B. 58064/70/J.
*3s. Circuit Breaker Distribution Panel Boards and Equipment. June 12. E.S.B. 58065/70/J.
Circuit Breaker Distribution Panel Boards. June 15. E.S.B. 58066/70/J.
Oil Fired Package Boiler. June 17. E.S.B. 58067/70/J.
METROPOLITAN ELECTRICITY BOARD:
*20s. Transformers. July 3. E.S.B. 58068/70/J.
STATE RAILWAY OF THAILAND:
Coke Pellets. June 8. E.S.B. 58072/70/J.

TURKEY

Bulletin 92/70
PETROL OFFICE:
*6s. Oil Transfer Pump. June 24. E.S.B. 57765/70/J.
*6s. Flame Arresters. June 25. E.S.B. 57766/70/J.

Bulletin 94/70
KARAYOLLARI GENEL MUDURLUGU:
*21s. Ball and Roller Bearings. June 10. E.S.B. 57971/70/J.

Bulletin 95/70
KARA KUVVETLERI KOMUTANLIGI:
*17s. Diesel Generating Sets. June 15. E.S.B. 57859/70/J.
POST TELEPHONE ADMINISTRATION:
*14s. Plastic Material. July 7. E.S.B. 57968/70/J.
TURKISH NAVAL AUTHORITIES:
*13s. Magnetometer; Detector; Digital Counter. June 25. E.S.B. 57950/70/J.

UAR (EGYPT)

Bulletin 95/70
EGYPTIAN RAILWAYS:
*15s. Insulating Materials. (Further Information.) E.S.B. 57629/70/J.

Bulletin 96/70
*20s. Wheels. (Further Information.) E.S.B. 57628/70/J.

UNITED STATES OF AMERICA

Bulletin 94/70
TENNESSEE VALLEY AUTHORITY DIVISION OF PURCHASING:
*82s. Cranes. June 10. E.S.B. 57821/70/J.

YUGOSLAVIA

Bulletin 94/70
ELECTROMETAL EXPORT – IMPORT:
*52s. Teleprinters. (Further Information.) E.S.B. 56871/70/J.

ZAMBIA

Bulletin 93/70
LIVESEY AND HENDERSON (AFRICA):
*1s. (Tender Notice only.) Fencing Materials. June 9. E.S.B. 57961/70/J.
LUSAKA CITY COUNCIL:
*Construction of Water Supply Scheme. (Further Information.) E.S.B. 57184/70/J.

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AFGHANISTAN

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*2s. Inquiry for fire-fighting appliances and equipment. E.S.B. 13514/70/J.

ALGERIA

Bulletin 92/70

Agency inquiry for chemicals. E.S.B. 12621/70/J.

Bulletin 93/70

Inquiry for extruders; printing machine. E.S.B. 13279/70/J.

ARGENTINA

Bulletin 94/70

Inquiry for filtering installation; pumping installation. E.S.B. 13081/70/J.

AUSTRALIA

Bulletin 92/70

Inquiry for canine accessories; men's toiletries. E.S.B. 12565/70/J.

Bulletin 93/70

Inquiry for carpets. E.S.B. 13276/70/J.

Bulletin 94/70

Manufacture under licence/agency – hydraulic equipment; hydrostatic drive components; hydraulically operated tools. E.S.B. 39423/69/J.

Bulletin 95/70

Inquiry for marine gearboxes. E.S.B. 7698/69/J.
Inquiry for electrical/electronic equipment. E.S.B. 13214/70/J.
Inquiry for deep-frying and blast freezing equipment. E.S.B. 13463/70/J.

Bulletin 96/70

Agency inquiry for chamois leather. E.S.B. 12981/70/J.
Agency inquiry for gift items; stationery wallets. E.S.B. 13464/70/J.
Inquiry for glass fibre mat. E.S.B. 13512/70/J.

AUSTRALIA, WAIVER OF BRITISH PREFERENCE

Bulletin 93/70

Inquiry for shearing machine. E.S.B. S/62/70/J.
Inquiry for butter moulding and wrapping machine. E.S.B. M/34/70/J.
Inquiry for aryl disulphide. E.S.B. M/36/70/J.

Bulletin 95/70

5s. Inquiry for proof encoder. E.S.B. S/63/70/J.

AUSTRIA

Bulletin 93/70

Inquiry for hosiery; underwear. E.S.B. 53631/70/J.

Bulletin 94/70

Inquiry for wire. E.S.B. 9412/70/J.
Inquiry for rolling mill for parabola springs. E.S.B. 12757/70/J.

Bulletin 95/70

Inquiry for lamb and sheepskins. E.S.B. 13838/70/J
Inquiry for plastic sheeting. E.S.B. 13432/70/J.

Bulletin 96/70

Agency inquiry for citric acid. E.S.B. 13626/70/J.

BARBADOS

Bulletin 92/70

Agency inquiry for domestic dish washing machines; tables. E.S.B. 7413/70/J.

Bulletin 93/70

Inquiry for cables; cassettes; electrical fittings; stereo cartridges. E.S.B. 13364/70/J.

Bulletin 95/70

Agency inquiry for domestic dish washing machines; tables. E.S.B. 7413/70/J.

Bulletin 96/70

Agency inquiry for canned foodstuffs'; fishing tackle. E.S.B. 13516/70/J.
Agency inquiry for canned vegetables and fruit; christmas crackers. E.S.B. 13568/70/J.

BAHAMAS

Bulletin 96/70

Agency inquiry for blackboards; school furniture. E.S.B. 4429/70/J.

BELGIUM

Bulletin 93/70

Agency inquiry for burglar alarm systems. E.S.B. 13372/70/J.

Bulletin 94/70

Inquiry for billets; blooms. E.S.B. 13663/70/J.

BERLIN

Bulletin 93/70

Agency inquiry for rubber products. E.S.B. 13222/70/J.
Inquiry for leather clothing. E.S.B. 12632/70/J.

Bulletin 96/70

Inquiry for thyristors. E.S.B. 13667/70/J.

BOLIVIA

Bulletin 94/70

Inquiry for aluminium sheets; steel sheets. E.S.B. 13172/70/J.

BULGARIA

Bulletin 96/70

Source of supply/manufacture under licence – hydrostatic transmissions. E.S.B. 1601/70/J.

CANADA

Bulletin 92/70

Inquiry for confectionery. E.S.B. 13254/70/J.

Bulletin 93/70

Inquiry for fishing equipment; soccer shoes. E.S.B. 12828/70/J.

Bulletin 94/70

Inquiry for architectural and engineered building specialities; bearings; chemicals; joints; rubber specialties. E.S.B. 13371/70/J.

Bulletin 95/70

Inquiry for mats; medical instruments. E.S.B. 13504/70/J.
Agency inquiry for linings. E.S.B. 497/70/J.
Inquiry for men's rainwear. E.S.B. 13451/70/J.
Inquiry for automatic dock levellers. E.S.B. 13503/70/J.

Bulletin 96/70

Inquiry for aluminium sheet. E.S.B. 12453/70/J.
Agency inquiry for marine hardware; reinforcing bar wire mesh. E.S.B. 13255/70/J.
Inquiry for mining and milling equipment. E.S.B. 13582/70/J.
Agency inquiry for stainless steel stanchions. E.S.B. 12876/70/J.

CANARY ISLANDS

Bulletin 94/70

Agency inquiry for galvanized fittings. E.S.B. 12962/70/J.

CEYLON

Bulletin 95/70

Inquiry for guillotine shear. E.S.B. 13465/70/J.
Inquiry for scientific equipment. E.S.B. 13664/70/J.

DENMARK

Bulletin 93/70

Inquiry for coffee; paperware; pillowcases; plastic products; porcelain; silverware; steelware, spices; sugar; wash and dry packets. E.S.B. 13583/70/J.

Bulletin 94/70

Inquiry for crown corks. E.S.B. 13749/70/J.

DUBAI

Bulletin 93/70

Inquiry for plastic sheets. E.S.B. 13336/70/J.

EL SALVADOR

Bulletin 92/70

Agency inquiry for cast iron filings; chemicals. E.S.B. 6200/70/J.

ETHIOPIA

Bulletin 94/70

Inquiry for vehicle maintenance workshop equipment. E.S.B. 13345/70/J.

FINLAND

Bulletin 93/70

Agency inqury for fabrics. E.S.B. 964/69/J.
Agency inquiry for textile machinery. E.S.B. 13163/70/J.

Bulletin 95/70

Agency inquiry for chemicals; swimming pool equipment. E.S.B. 12091/70/J.

FRANCE

Bulletin 92/70

Inquiry for game; sea food. E.S.B. 13261/70/J.
Inquiry for suitcase manufacturing materials. E.S.B. 13110/70/J.

Bulletin 93/70

Inquiry for carpets. E.S.B. 13356/70/J.

FRANCE/SPAIN

Bulletin 93/70

Trade and financial arrangements. E.S.B. 1209/G/J.

Bulletin 94/70

Agency inquiry for drills. E.S.B. 13380/70/J
Inquiry for cardboard. E.S.B. 13438/70/J.
Inquiry for knitwear. E.S.B. 13201/70/J.

Bulletin 95/70

Agency inquiry for buttonhole and button sewing machine,irons; ladies underwear; safety stitch machine; swinsuits. E.S.B. 13191/70/J.
Agency inquiry for control equipment and machinery; electronic equipment and machinery; electrical equipment; telecommunications equipment. E.S.B.10294/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 92/70

Agency inquiry for fabrics. E.S.B. 12566/70/J.
Agency inquiry for building equipment; containers; mechanical handling equipment. E.S.B. 12612/70/J.
Inquiry for boiler tubes; valves; pipes. E.S.B. 12192/70/J.

Bulletin 59/70

Inquiry for kilts. E.S.B. 13272/70/J.
Inquiry for wire. E.S.B. 13501/70/J.

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Agency inquiries for artificial resins; biochemicals; clinical reagents; pharmaceutical raw materials; research chemicals; semiconductor materials. E.S.B. 13295/70/J.
Inquiry for aluminium sheets. E.S.B. 13507/70/J.
Agency inquiry for women's knitwear. E.S.B. 13401/70/J.
Agency inquiry for automobile accessories; garage and workshop equipment. E.S.B. 13373/70/J.

Bulletin 94/70
Manufacture under licence – cleaning equipment; household novelties. E.S.B. 13166/70/J.
Inquiry for steel plate. E.S.B. 13466/70/J.
Agency inquiry for textile piece-goods. E.S.B. 13357/70/J.
Inquiry for generators; keying circuits; switches. E.S.B. 13505/70/J.
Agency inquiry for jersey fabrics; dress cloths; mantlings; worsted suitings. E.S.B. 12759/70/J.
Inquiry for leather and leather waste; rubber shoe soling materials; sheet crepe; suitcase and brief handles. E.S.B. 12706/70/J.

Bulletin 95/70
Agency inquiry for yarns. E.S.B. 19165/70/J.
Inquiry for alloys; steel billets. E.S.B. 12368/70/J.
Inquiry for toys. E.S.B. 13511/70/J.

Bulletin 96/70
Agency inquiry for castings. E.S.B. 13454/70/J.
Agency inquiry for alcoholic drinks; biscuits; cakes; canned meat and fish specialties; confectionery. E.S.B. 13457/70/J.
Agency inquiry for automobile accessories and supplies; hoses; rubber and plastic household and toilet articles. E.S.B. 13385/70/J.
Agency inquiry for fabrics'; tweeds. E.S.B. 13487/70/J.
Inquiry for aluminium sheet; brass sheet; lamp cable; lamp fittings; steel sheet and tubing. E.S.B. 9553/70/J.
Agency inquiry for carpets; furnishing fabrics; furniture. E.S.B. 13282/70/J.

GHANA

Bulletin 92/70
Manufacture under licence/sources of supply – aerosol packaging materials; cardboard and paper packgaging materials; metal stands. E.S.B. 11966/70/J.
Inquiry for auto spare parts; consumer products. E.S.B. 6603/69/J.

GIBRALTAR

Bulletin 95/70
United Kingdom aid to Developing countries. E.S.B. 1242/G/J.

GRENADA

Bulletin 94/70
Inquiry for air conditioning units; electric fans; electric motors; electric irons; lighting fittings. E.S.B. 13329/70/J.

Bulletin 95/70
Inquiry for men's underwear. E.S.B. 13569/70/J.

GREECE

Bulletin 93/70
Agency inquiry for electronic equipment; escalators; lift motors and gearboxes. E.S.B. 5536/70/J.

Bulletin 94/70
Agency inquiry for resin; typewriter ribbon cloth. E.S.B. 13374/70/J.

Bulletin 95/70
Agency inquiry for jute and sisal raw materials. E.S.B. 13374/70/J.

Bulletin 96/70
Agency inquiry for car accessories; concrete iron; electrical accessories; rods; scientific instruments; wires. E.S.B. 12819/70/J.

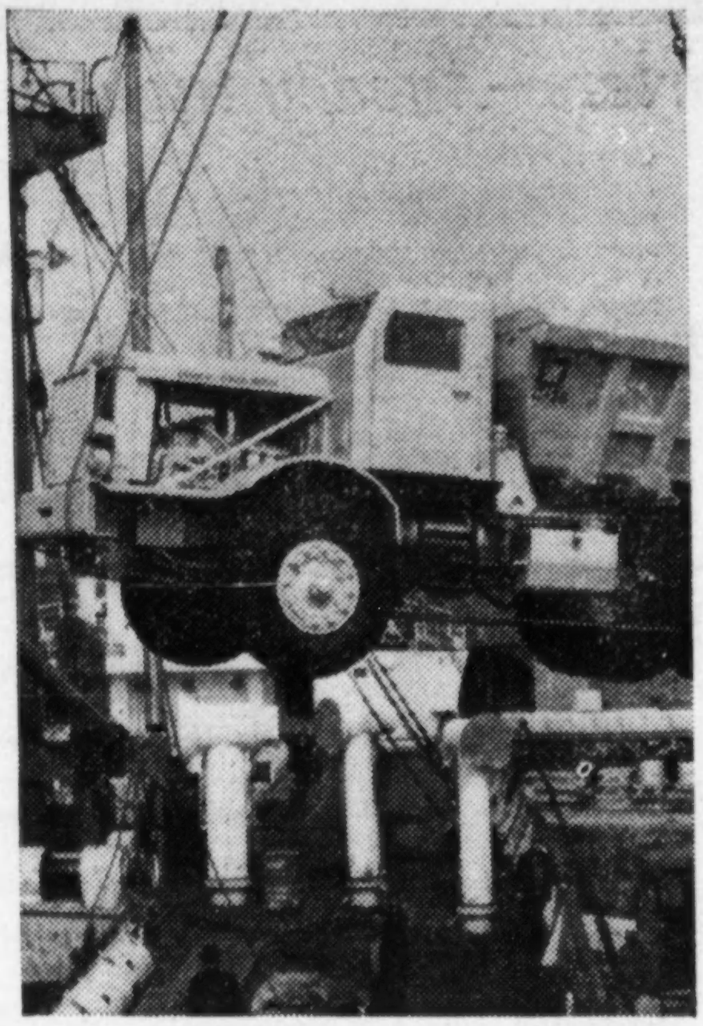
GUYANA

Bulletin 95/70
Agency inquiry for essential oil isolates; fertilizers; laboratory chemicals and reagents; perfumes; pest control products; pigments. E.S.B. 13334/70/J.

Bulletin 96/70
Agency inquiry for bottles; boxes; corks; stoppers. E.S.B. 13426/70/J.

ICELAND

Bulletin 93/70
Agency inquiry for cosmetics; hospital goods and equipment; nursing requisites; pharmaceuticals. E.S.B. 10416/70/J.



Ten Blackwood Hodge earth-moving dumper-trucks were loaded on board the Elder Dempster cargo liner 'Owerri' in Toxteth Dock, Liverpool, on May 5. Their total value is £160,000. They will be used in the construction of the Inga Dam in Congo (Kinshasa) and were ordered from Blackwood Hodge, Northampton, by the building contractors Impressa Astaldi Estero of Rome. Shipping arrangements were made by Comfreight, Sittingbourne, Kent.

Bulletin 94/70
Agency inquiry for handbags; women's gloves. E.S.B. 9386/70/J.

Bulletin 96/70
Agency inquiry for biscuits. E.S.B. 13539/70/J.

INDIA

Bulletin 92/70
Inquiry for steel plates. E.S.B. 12658/70/J.
Inquiry for looms. E.S.B. 13208/70/J.

Bulletin 94/70
Inquiry for microscope parts. E.S.B. 13598/70/J.
Inquiry for carbon steel plates. E.S.B. 9943/69/J.

Bulletin 95/70
Inquiry for electric arc furnace; plate rolling mills. E.S.B. 13518/70/J.
Inquiry for swing fog machines for mosquito control E.S.B. 13788/70/J.

Bulletin 96/70
Agency inquiry for iron and steel sheets and bars; non-ferrous metals; steels. E.S.B. 7282/70/J.

INDONESIA

Bulletin 95/70
Inquiry for tin plate. E.S.B. 13542/70/J.

IRAN

Bulletin 92/70
Inquiry for fire extinguishers. E.S.B. 3645/70/J.

Bulletin 93/70
Manufacture under licence/source of supply – building materials. E.S.B. 5541/70/J.

Bulletin 95/70
Agency inquiry for viscose staple fibre; disposables. E.S.B. 8551/70/J.

IRISH REPUBLIC

Bulletin 92/70
Inquiry for coloured wipers. E.S.B. 13337/70/J.

Bulletin 94/70
Agency inquiry for textile piece-goods. E.S.B. 13160/70/J.

Bulletin 96/70
Agency inquiry for blankets; knitted underwear. E.S.B. 13422/70/J.

ISRAEL

Bulletin 92/70
Agency inquiry for chemicals. E.S.B. 8118/70/J.

Bulletin 93/70
Agency inquiry for disposable hospital equipment; surgical instruments. E.S.B. 12793/70/J.
Agency inquiry for electronic leak detector. E.S.B. 12500/70/J.
Agency inquiry for wrapping machines; polyethylene resins. E.S.B. 12743/70/J.
Inquiry for cargo container fittings. E.S.B. 12978/70/J.

ITALY

Bulletin 93/70
Inquiry for chemicals. E.S.B. 13367/70/J.
Inquiry for hospital equipment; laboratory equipment. E.S.B. 12909/70/J.
Inquiry for leather. E.S.B. 13500/70/J.
Inquiry for plastic pipes. E.S.B. 13368/70/J.
Inquiry for paper printing and working machinery. E.S.B. 13499/70/J.

Bulletin 94/70
Inquiry for paper. E.S.B. 13419/70/J.
Inquiry for paper working machinery. E.S.B. 13369/70/J.

Bulletin 95/70
Inquiry for leather; tanned calf skin. E.S.B. 13473/70/J.
Inquiry for leather; suitcase accessories. E.S.B. 13420/70/J.

Bulletin 96/70
Trade and financial arrangements. E.S.B. 1209/G/J.
Inquiry for polystyrene granules. E.S.B. 13485/70/J.
Agency inquiry for yarns. E.S.B. 38194/69/J.

JAMAICA

Bulletin 94/70
Agency inquiry for gravity conveyors; valves. E.S.B. 6773/70/J.

JAPAN

Inquiry for biscuits. E.S.B. 3686/70/J.

Bulletin 96/70
Inquiry for knitwear; women's casualwear. E.S.B. 13685/70/J.

JORDAN

Bulletin 92/70
Inquiry for air conditioners; domestic electrical appliances; radios and spares; record players; tape recorders; television sets and spares; water coolers. E.S.B. 12463/70/J.

Bulletin 94/70
Inquiry for cardboard; paper. E.S.B. 13567/70/J.

Bulletin 95/70
Inquiry for coats; dresses; pullovers; stockings; underwear. E.S.B. 13526/70/J.
Inquiry for steel plate. E.S.B. 6509/69/J.

KENYA

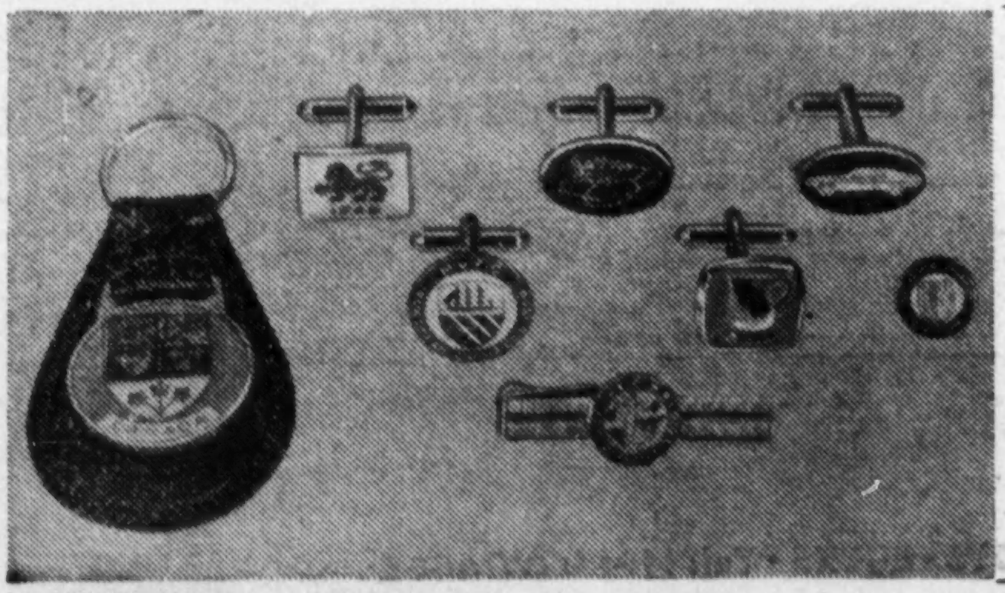
Bulletin 92/70
Agency inquiry for wool yarns. E.S.B. 49762/69/J.

Bulletin 94/70
Inquiry for insulators. E.S.B. 13209/70/J.

KUWAIT

Bulletin 92/70
Agency inquiry for alarms; fire fighting equipment. E.S.B. 9672/70/J.
Agency inquiry for bakery machinery; refrigerated cabinets. E.S.B. 13007/70/J.

Bulletin 93/70
Agency inquiry for air conditioning and refrigeration accessories; copper tubing; gas; refrigerants steel sheets. E.S.B. 11996/70/J.
Provisions of law. E.S.B. 1209/G/J.



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Bulletin 94/70
Inquiry for earthenware. E.S.B. 29637/69/J.
Bulletin 95/70
Ban on cyclamates in foodstuffs. E.S.B. 1209/G/70/J.
Bulletin 96/70
Agency inquiry for carpets; curtain fabrics; haberdashery; imitation jewellery; woollen suitings. E.S.B. 11162/70/J.
Agency inquiry for carpeting; hose clamps. E.S.B. 37230/69/J.

LIBYAN ARAB RELUBLIC
Bulletin 93/70
Inquiry for day-old chicks; poultry feed. E.S.B. 13562/70/J.

MALAYSIA
Bulletin 92/70
Agency inquiry for boilers; generators; kitchen equipment. E.S.B. 12383/70/J.
Bulletin 94/70
Inquiry for laboratory equipment; chemicals; dispersing bottles. E.S.B. 13634/70/J.
Bulletin 95/70
Inquiry for baby foods and gift sets; paper-back novels; picture frames. E.S.B. 13645/70/J.
Bulletin 96/70
Inquiry for chemicals; edible beef tallow; foundry coke; nickel anodes; steel plates; steel plate cuttings. E.S.B. 13712/70/J.
Inquiry for babywear; blankets; children's clothing; fabrics; footwear. E.S.B. 9877/70/J.

MALTA
Bulletin 92/70
Agency inquiry for household detergents; pharmaceutical products; vacuum flasks. E.S.B. 13193/70/J.
Bulletin 93/70
Inquiry for marble polishing; cutting, casting, granulating, cleaning and plastering machines. E.S.B. 3756/70/J.

MAURITIUS
Bulletin 96/70
Inquiry for furniture; metal working machinery; woodworking machinery. E.S.B. 10713/70/J.

NETHERLANDS
Bulletin 94/70
Inquiry for Do it Yourself materials; electric hand tools; storage containers. E.S.B. 12744/70/J.

NEW ZEALAND
Bulletin 92/70
Manufacture under licence – battery chargers; rectifiers; stabilized power supplies. E.S.B. 44177/69/J.
Inquiry for car crushing equipment. E.S.B. 12957/70/J.

NIGERIA
Bulletin 92/70
Inquiry for wire. E.S.B. 13168/70/J.
Bulletin 96/70
Inquiry for bottles; nail making machinery; oils. E.S.B. 13692/70/J.

NORWAY
Bulletin 92/70
Agency inquiry for chemicals; diagnostic equipment. E.S.B. 13221/70/J.
Inquiry for mechanical handling equipment. E.S.B. 13016/70/J.
Bulletin 93/70
Agency inquiry for deep-frozen vegetables; toilet soaps; toilet paper. E.S.B. 7834/70/J.
Bulletin 95/70
Agency inquiry for leather boots. E.S.B. 13327/70/J.
Inquiry for condensers. E.S.B. 13330/70/J.

PAKISTAN
Bulletin 92/70
Inquiry for chemicals; picture transfers; porcelainware; manufacturing plant. E.S.B. 13006/70/J.
Bulletin 94/70
Inquiry for iron and steel plates. E.S.B. 13677/70/J.

QATAR
Bulletin 93/70
Inquiry for domestic electrical appliances; electric cable and sockets; fans; hot plates. E.S.B. 13280/70/J.

Mr. Inge Gunnar (centre) receiving a set of specially finished castors as a souvenir of his four-day visit to the factory of Archibald Kenrick & Sons Ltd., West Bromwich. Mr. Gunnar is section buyer for Norrköpings Elektrotekniska Fabriker Ab., said to be the largest electronics firm in Sweden, which signed a contract with Kenrick worth £70,000 to supply over half a million Shepherd castors every year. Also in the picture are Mr. William Kenrick, managing director (left) and Mr. Martin Kenrick, marketing manager.

RUMANIA
Bulletin 93/70
Inquiry for wire working machinery. E.S.B. 2118/69/J.
Bucharests 1st International fair – October 13 to 24, 1970. E.S.B. 1209/G/J.

RWANDA
Bulletin 95/70
Inquiry for knitting yarns. E.S.B. 13620/70/J.
Inquiry for paint making materials. E.S.B. 13656/70/J.

SAINT VINCENT
Bulletin 95/70
Inquiry for bags; boxes. E.S.B. 13893/70/J.

SINGAPORE
Bulletin 95/70
Agency inquiry for handbags and purses; jewellery. E.S.B. 12969/70/J.
Inquiry for mechanical sweepers. E.S.B. 13389/70/J.
Agency inquiry for children's clothing; cosmetics; crystal glassware; handbags; hosiery; mirrors; sunglasses; toiletries; toys; women's undewear. E.S.B. E.S.B. 12933/70/J.

SOUTH AFRICA
Bulletin 92/70
Manufacture under licence – electrical switchgear; television sets and aerials. E.S.B. 12985/70/J.
Bulletin 96/70
Agency inquiry for hardware; sports goods; tools. E.S.B. 13384/70/J.
Inquiry for giftware; pottery; table linen. E.S.B. 13682/70/J.

SPAIN
Bulletin 94/70
Inquiry for vessels for scrap. E.S.B. 13523/70/J.
Bulletin 95/70
International demonstration agricultural machinery and implements. E.S.B. 1209/G/J.

SWEDEN
Bulletin 93/70
Agency inquiry for linings for clothing; piece-goods; zip fasteners. E.S.B. 12890/70/J.
Bulletin 94/70
Agency inquiry for brewer's yeast; chemicals. E.S.B. 6056/70/J.

SWITZERLAND
Bulletin 92/70
Inquiry for leathers. E.S.B. 13183/70/J.
Inquiry for leather goods. E.S.B. 13133/70/J.
Bulletin 93/70
Agency inquiry for bags; disposable surgical gloves. E.S.B. 13212/70/J.
Agency inquiry for printed circuit manufacturing equipment and materials. E.S.B. 12797/70/J.
Bulletin 94/70
Agency inquiry for fibre-optics; filters; lamp lasers. E.S.B. 13190/70/J.
Agency inquiry for office machinery. E.S.B. 1507/70/J.
Agency inquiry for furniture. E.S.B. 15607/69/J.
Bulletin 95/70
Agency inquiry for chemicals. E.S.B. 49785/69/J.

TANZANIA
Bulletin 93/70
National Development Corporation. E.S.B. 1209/G/J.

TURKEY
Bulletin 93/70
Inquiry for crockery; cutlery; glassware; table linen. E.S.B. 13589/70/J.

UGANDA
Bulletin 94/70
Government participation in import and export trade. E.S.B. 1209/G/J.
Bulletin 95/70
Inquiry for crown corks manufacturing machinery. E.S.B. 13538/70/J.

UNITED STATES OF AMERICA
Bulletin 92/70
Inquiry for industrial fasteners. E.S.B. 12820/70/J.
Inquiry for shirtings; shirt manufacturing machinery and equipment. E.S.B. 13430/70/J.
Inquiry for dart boards; darts. E.S.B. 13433/70/J.
Inquiry for musical instruments and accessories. E.S.B. 12899/70/J.
Bulletin 93/70
Inquiry for bassware; china and porcelain decorative accessories; furniture and cabinet hardware. E.S.B. 13361/70/J.
Inquiry for capacitors; circuit boards and breakers; coils; crystals; delay lines; diodes; filters; intergrated circuits; meters; potentiometers; relays; resistors; switches; transistors; valves. E.S.B. 13383/70/J.
Bulletin 94/70
Inquiry for firearms and equipment; hunting knives. E.S.B. 13506/70/J.
Inquiry for pocket knives. E.S.B. 13098/70/J.
Inquiry for industrial blowers. E.S.B. 11719/70/J.
Agency inquiry for agricultural chemicals. E.S.B. 11999/70/J.
Bulletin 95/70
Inquiry for auto accessories; kitchen tools; nautical equipment; sponges; toiletries. E.S.B. 13440/70/J.
Inquiry for material felt. E.S.B. 13527/70/J.
Inquiry for optical products. E.S.B. 13530/70/J.
Manufacture under licence – case packers and unpackers. E.S.B. 13159/70/J.
2s. Inquiry for butt hinges; handles. E.S.B. 13624/70/J.
Balletin 96/70
Inquiry for shoe accessories. E.S.B. 13577/70/J.
Agency inquiry for glass bottles; plastic jars; dispensing devices. E.S.B. 12850/70/J.
Inquiry for food mixers. E.S.B. 12938/70/J.
Inquiry for chemicals. E.S.B. 13520/70/J.
Agency inquiry for biscuits. E.S.B. 13458/70/J.
Inquiry for automotive spares and accessories. E.S.B. 13565/70/J.

YUGOSLAVIA
Bulletin 90/70
Inquiry for fruit control equipment. E.S.B. 11477/70/J.

ZAMBIA
Bulletin 92/70
Inquiry for hospital equipment. E.S.B. 5149/G/J.

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officer of the Board of Trade (see page 1360 of May 13 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OUTWARD MISSIONS

Increasing trade with East Germany

THE LONDON Chamber of Commerce trade mission to East Germany, which returned on May 15, is confident that two-way trade could be increased from the present figure of £27.5 million per year to £100 million within the present three-year trade agreement.

At a conference in London, the mission reported that it had invited the East German Chamber of Foreign Trade to send a return mission to the United Kingdom within the next six months 'in order to continue the exchange of views and to explore further possibilities of expanding trade between the two countries.' It would be taking steps to set up an East German Section in the London Chamber of Commerce, which would be parallelled by a British Section in the East German Chamber of Foreign Trade.

Engineering mission to North America

THE Engineering Industries Association, with the approval of the Board of Trade and the British National Export Council, is organizing an engineering selling trade mission to the United States and Canada. The mission leaves London for Cleveland, where it will be based, on October 24. Members will be able to visit, individually, other centres in the Midwest and Canada in order to conduct their private business. The basic cost per member will be £275. The mission returns to London on November 8.

Details may be obtained from the Export Secretary, EIA, 3-7 Portman Square, London, W1H 0AE. (Tel. 01-935 2241.)

Visiting the Middle East

A TRADE MISSION to the Middle East by members of the British Industrial Measuring and Control Apparatus Manufacturers' Association is planned from September 28 to October 22. The itinerary will include Kuwait, Iran and the Trucial States, and the mission will deal with the export from the United Kingdom of industrial-process control instrumentation.

Asia mission expect £500,000 sales

SALES worth at least £500,000 are expected as a result of the Export Council for the Gifts Industry mission to Hong Kong and Tokyo, BNEC Asia announced recently.

Mr. Elkan Simons, chairman of the Council and a director of Clover Leaf Ltd., said that the mission had been particularly successful – building on the foundations laid by last year's British Week Tokyo exercise.

'All the members who were new to the market set up agencies for their products and two companies discussed the possibility of setting up despatch centres in Hong Kong. The companies – Clover Leaf and Pearson Page and Jewsbury Ltd. – will use this centre to serve the whole of South East Asia,' stated Mr. Simons.

'The Hong Kong and Tokyo markets are absolutely terrific,' he added. 'Two years ago we were selling just a few thousand pounds' worth of goods to this area; in the first 11 months of last year our sales in Japan were worth £275,000; this year they will easily double this figure.'

Whether a further mission would visit the area next year would depend on the demand from members, bearing in mind that the Council will be participating in the British Week San Francisco activities (October 1971) and have plans for a mission to Canada.

The mission, jointly led by Mr. Simons and Mr. Charles Argue, director of Corocraft (Overseas) Ltd., consisted of 16 members representing the gifts and jewellery industries.

Electronics mission to California

THE BRITISH NATIONAL EXPORT COUNCIL is organizing an electronics sales mission to California in November. The mission will represent 15 to 20 companies with complementary products. Visits will be made to Los Angeles (where the local electronics industry is larger than that of the United Kingdom), San Francisco and the East Coast area.

Under the special California Trade Drive terms, members will receive a 75 per cent rebate on international air fares. The visit is being organized by the United States Aerospace Committee of BNEC, which has been responsible for four successful missions to the United States involving 65 British companies.

Mr. James Hutcheson, secretary of the committee, commented that Britain's main competitors in the United States electronics market were Japanese and German firms. They sent first-class technicians to the United States with a complete grasp of their subject and excellent visual presentations. 'Americans,' he said,'expect their technical visitors to sell their company as well as their products. We hope the people on the electronics mission will do just this. BNEC can bring them up to the line – it's up to them to run.'

The electronics industry on the United States West Coast has sales of about $6,885 million; it buys electronic goods of about $2,450 million and employs 362,000 persons in 2,446 plants. There is thus a vast potential market for electronic products in the western United States. A survey of 106 electronics manufacturers representatives in Los Angeles resulted in 57 expressing interest in representing British electronic firms. But like their customers, these representatives have to be sold on the merits of new electronic items.

Marketing seminars in Far East

MR. GRAEME CRANCH, president of the International Marketing Federation, left London recently on an extensive tour of member associations in Thailand, the Philippines, Korea and Japan.

The Federation now comprises nearly 30 associations in 24 countries throughout the world. In Manila Mr. Cranch will take an active part in the Fourth Asia-Pacific Marketing Conference where he will talk on the Marketing of Services. Over 400 delegates are booked from some 15 countries.

In Bangkok and Seoul he will hold seminars on the integration of marketing in top management planning. He will also address a specially convened meeting of the Japan Marketing Association on this subject.

3,000-mile promotional tour

MR. R. G. SAUNDERS, head of the overseas division, Industrial and Trade Fairs Holdings Ltd., left London recently for a 3,000-mile promotional tour of Europe. Starting in Paris, he will visit the main cities in Belgium, Germany, Holland, Denmark, Sweden, Finland and Norway, arriving back in the United Kingdom in a month's time.

During his tour Mr. Saunders will be meeting representatives of various trade associations, organizations and government departments, British Embassies and posts, and important industrial companies, to discuss future exhibitions and the possible organization of official national stands. Mr. Saunders will also be meeting ITF agents on the Continent to ensure that full information about the exhibitions is available for all intending buyers and visitors.

Back from North America

MR. JAMES O'CONNOR, director of the Institute of Practitioners in Advertising, recently completed an 18-day tour of the United States and Canada, covering about 14,000 miles.

After attending the American Association of Advertising Agencies' Conference in White Sulphur Springs, Mr. O'Conner addressed the Detroit Council of the AAAA and the local IAA chapter. He presented the theme that London was the European advertising centre for United States advertisers and agencies reaching into the European Market.

Mr. O'Connor also met members of the AAAA New York, Chicago and Los Angeles Regional Councils and went on to Toronto where he visited the Institute of Canadian Advertising and met its executive committee.

Fact-finding visit to Japan

MR. KEN BURGESS, managing director, Vinyl Compositions Ltd., Bollington, Cheshire, was a member of a party which returned recently from a 15-day fact-finding visit to Japan, organized by *Plastics & Rubber Weekly*.

He visited the Japanplas exhibition in Tokyo and Expo '70 in Osaka, several plastics factories, and investigated new outlets for the company's products (vinyl compounds, dry blends and pastes). These products, used to manufacture items ranging from long-lasting pipes and cables to shoes and toys, are already exported to South America, Pakistan, South Africa and Greece.

Founded 10 years ago in a small converted textile bleach works, Vinyl Compositions are aiming to increase sales to over £1 million this year.

INWARD MISSION

Visitors from Maryland

THE Maryland Industry and Trade Mission is currently visiting nine cities in five countries. While in London, members of the mission will attend the London Container Exhibition and, on June 1, will hold a Press conference at Grosvenor House, where members will be staying until June 5.

Maryland offers a rich, expanding, but highly competitive market for British products and technology, and also has advantages as a location for manufacturing and distribution facilities.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£700,000 Middle East order

An order worth £700,000 has been won by the Ilkley-based N. G. Bailey & Co. Ltd. for the electrical services at the main terminal building, Muharraq International Airport, Bahrain. Work on the order, placed by the Government of Bahrain, will start in mid-1970 and will be completed by October 1971.

N. G. Bailey & Co. Ltd. have in recent years carried out contracts in several Middle East countries, including power stations in Bahrain.

Million disposable panties for Norway

Mansell, Hunt, Catty & Co. Ltd., Lostock, Bolton, have secured an order for a million pairs of 'Gay Panties' from Greaker Vestfos of Norway. This is the latest in a line of export successes for Mansells, including large orders from Sweden, Holland and Switzerland. An American contract is about to be finalized and trial orders sent to Japan's leading importer.

The company's full range of disposables include nighties, women's panties, men's briefs, adult and cot-size pillow cases and nappy liners.

Although disposable, these products are not made from paper but are manufactured from adhesive bonded non-woven fabric, claimed to have the advantages of equal tensile strength in all directions, and a high degree of wet strength and tear resistance at sewn seams.

£1.5 million mining equipment orders

In the past few weeks Dowty Mining Equipment Ltd., Cheltenham, have secured orders worth £1.5 million from colleries in Europe, Australia and North and South America, including a £250,000 package deal with Ittman Coal Company in the United States – the Dowty proposal was accepted against competition from six other manufacturers in the United States and Europe.

£120,000 Gibraltar project

Humphreys Ltd., Wallington, Surrey, are to build a new primary school at the Laguna Estate, Gibraltar, under a contract awarded by the Government of Gibraltar. Work on the £120,000 project is due to begin shortly for completion in 12 months, and is the latest in a long line of contracts won by Humphreys in Gibraltar since 1946. The site for the new building adjoins an estate where Humphreys are well advanced on a £1.25 million flat-building project.

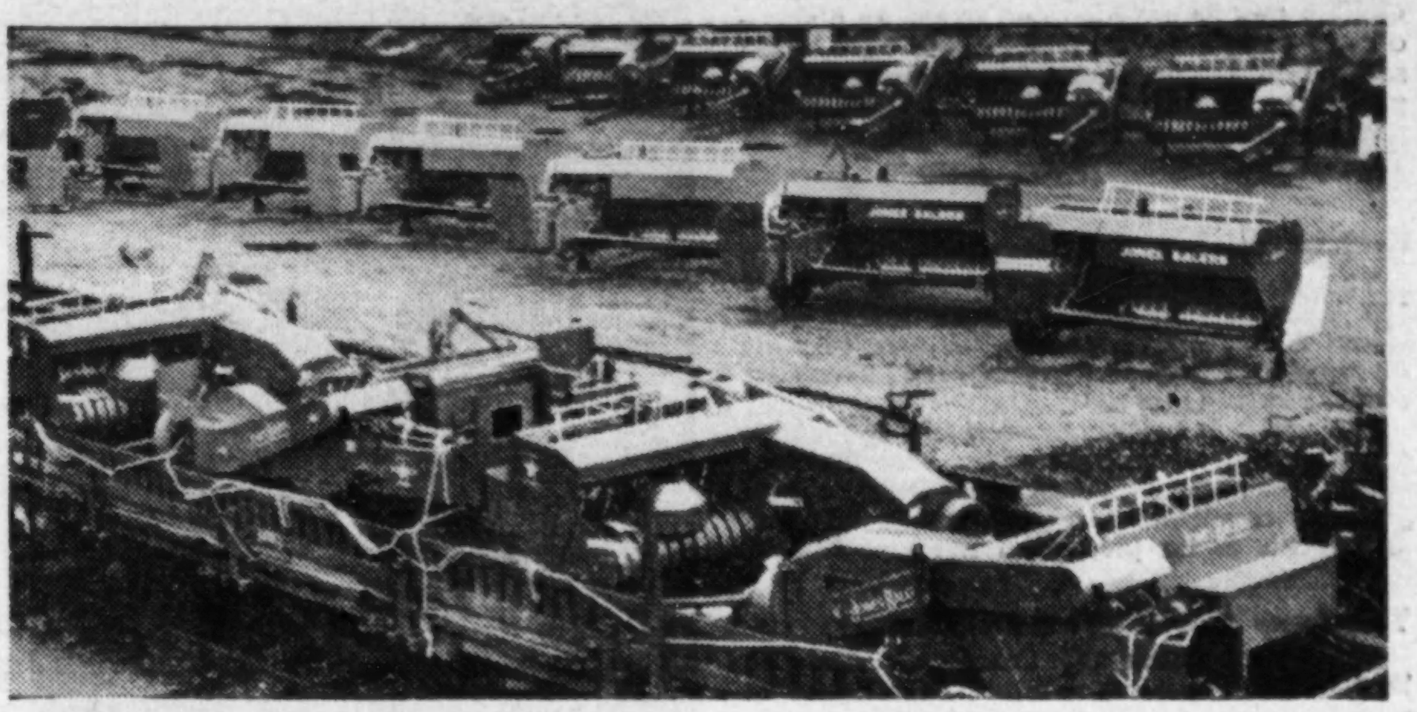
£165,000 Malta factory contract

Taylor Woodrow of Malta Ltd. have received a £165,000 contract from GIE Malta Ltd., a subsidiary of the General Instrument Corporation of America, for the erection of a factory at Luqa, Malta, on which work began recently, with completion due in December next.

Self-service shelving for Malaysia

A 15,000 sq. ft. supermarket in Kuala Lumpur, Malaysia, has been completely equipped with self-service shelving made by Chrome Mesh Equipment Ltd., Lower Morden, Surrey.

Recent installations of Chro-Mesh shelving have been made in Jamaica and the British Virgin Islands.



British-made Jones pick-up balers are to be available to French farmers through the Renault network. This is an important breakthrough into the growing French agricultural industry for Allis-Chalmers Great Britain Ltd. The balers will be made at the company's Mold works in North Wales and shipped to Renault's associate company, Rochland SA at Coex, for sale throughout France, through the state-owned Renault organization. Already some models of the Renault tractor are sold by Allis-Chalmers in the United States.

Steel sheet piling and plant sales

In the first three months of this year The British Steel Piling Co. Ltd., Claydon, Suffolk, exported steel sheet piling, trench sheeting, H piles and box piles to Iraq, Brazil, Canada, Costa Rica, Hong Kong, Malta, New Zealand, South Africa, the United States, the West Indies, the British Virgin Islands, and other territories. In the same period plant and spares were sold to Australia, Argentina, Czechoslovakia, France, Greece, Germany, Italy, Iran, Israel, Norway, Rumania, South Africa, Switzerland, Singapore, Sweden, Tanzania and Fiji.

£500,000 bridge-building contract

A £500,000 contract to build a 1,580-ft.-long road bridge over the Karachi Circular Railway has been awarded by the Pakistan Western Railway to MacDonald Layton Costain Ltd., Pakistan, an associated company of the Costain group. The 27-span bridge, which will have a carriageway 48-ft. wide with sidewalks 6-ft across, will be constructed of pre-stressed concrete beams and slabs.

Work is in progress and is scheduled for completion later this year.

Polystyrene plant for Poland

Petrocarbon Developments Ltd., Wythenshawe, Manchester, have secured another important order for chemical plant – this time for Polimex in Poland. The value of the order is £850,000 and the plant is designed to produce high impact polystyrene by a suspension polymerization process. It will also include facilities for the production of ABS (acrylonitrile butadiene styrene) and SAN (styrene acrylonitrile) copolymers. The plant capacity will be 10,000 tons per annum.

Hotel-building contract

Cementation is to build a luxury £3.6 million Hilton hotel, capable of accommodating 400 to 500 guests, at Abu Dhabi in the Trucial Oman for Sheikh Zayed Bin Sultan Al-Nehyan, Ruler of the State. The hotel will face the sea across the newly constructed Corniche motorway and is scheduled to open its doors to visitors in the autumn of 1972.

Trailers for South Korea

An order for 20 heavy-duty semi-trailers with tandem-axle bogies has been obtained by Primrose Third Axle Co. Ltd., Blackburn, Lancs. The order, for South Korea, is worth about £40,000 with spares.

The trailers are being shipped in knocked-down kit form, for final assembly in South Korea.

Emergency power supplies for mining

South Africa's first gas turbine-generator to be installed at a mine for use in event of a power failure has been commissioned by English Electric-AEI Turbine Generators Ltd. at the Western Deep Levels mine of Anglo-American Corporation. The plant is capable of supplying 11,000 kW of power within three minutes.

Instant-picture transfers aid sales

A dry transfer range of full-colour vintage, veteran and old cars is increasing bread sales in Hanover, Germany. An instant-picture premium of an old car is being given away packed in the wrapper of every loaf of bread made by Harry Brot, one of the largest bakers in Northern Germany. This project represents a one million export picture order for Letraset Ltd., the British dry transfer group of companies.

The pictures were supplied in sets of 50 and the dry transfer method of rubbing down is used to transfer them on to virtually any surface or background.

Other orders for instant-picture premiums have been received from Denmark, Greece, Italy, Sweden, Finland, Holland, Belgium, Canada, the United States, Venezuela, Australia and New Zealand.

Margarine plant for Ghana

Taylor Woodrow of Ghana Ltd. have received a contract valued at nearly £190,000 from Lever Brothers Ghana Ltd. for the civil works in connection with the construction of a margarine plant in Accra, Ghana. Work began recently and the plant is scheduled for completion in December 1970.

Mobile quarry plants ordered

Aveling-Barford Goodwin division announce a sharp upward swing in demand for their Goliath mobile crushing and screening plants – orders valued at over £250,000 have been secured in recent weeks. These include three plants for countries to which the Goliath has not previously been exported – Togoland in West Africa, Dominica and Canada.

Business reclaimed from Japanese

The New Zealand Post Office has ordered 100 hand-operated bridge 'Megger' testers from Harris & Co. of Christchurch, for over 40 years the agent for Evershed & Vignoles Ltd., a member of the George Kent Group.

This order is the culmination of considerable effort by the Harris organization, with Evershed backing, to retrieve the Post Office business from Japanese competition and re-establish 'Megger' instruments as the preferred test set.

Tear-tapes success in US and Canada

The United States and Canada are likely to become the best overseas markets for tear-tapes manufactured by P. P. Payne Ltd., Nottingham. Paynes also claim to be on the way to becoming the world's largest exporter of this product to North America.

Following his recent trip there, Mr. R. T. Edgson, export sales manager for Payne's packaging division, said that both countries offered 'tremendous export potential', even greater than Europe, currently the firm's largest customer.

Despite the fact that tear-tapes originated in the United States, Payne's product was 'nicely competitive' and in some cases of better quality.

£74,000 orders for diesel generating sets

Orders totalling £74,000 for the supply of diesel generating sets to the Sudan, Hong Kong, Turkey and the Lebanon have been won by MIE (Power), the power division of the Loughborough-based Morrison group.

Sweden orders British footwear

In the first four months of 1970 John White Footwear Ltd., Higham Ferrers, Northants., secured orders for more than 24,000 pairs of men's shoes from Sweden.

Disclosing these sales, Mr. Peter Joseph, export manager, says: 'In the past two buying seasons – mainly due to a new agency and distributorship arrangement – we have come up from moderate sales to this present encouraging level. Shoes and boots which are proving particularly popular with the Swedes are usually crepe-soled.'

Mr. Joseph recently returned from a fact-finding mission to Austria and Switzerland, where he discerned a big potential for his company's shoes.

Radiotelephones for United States

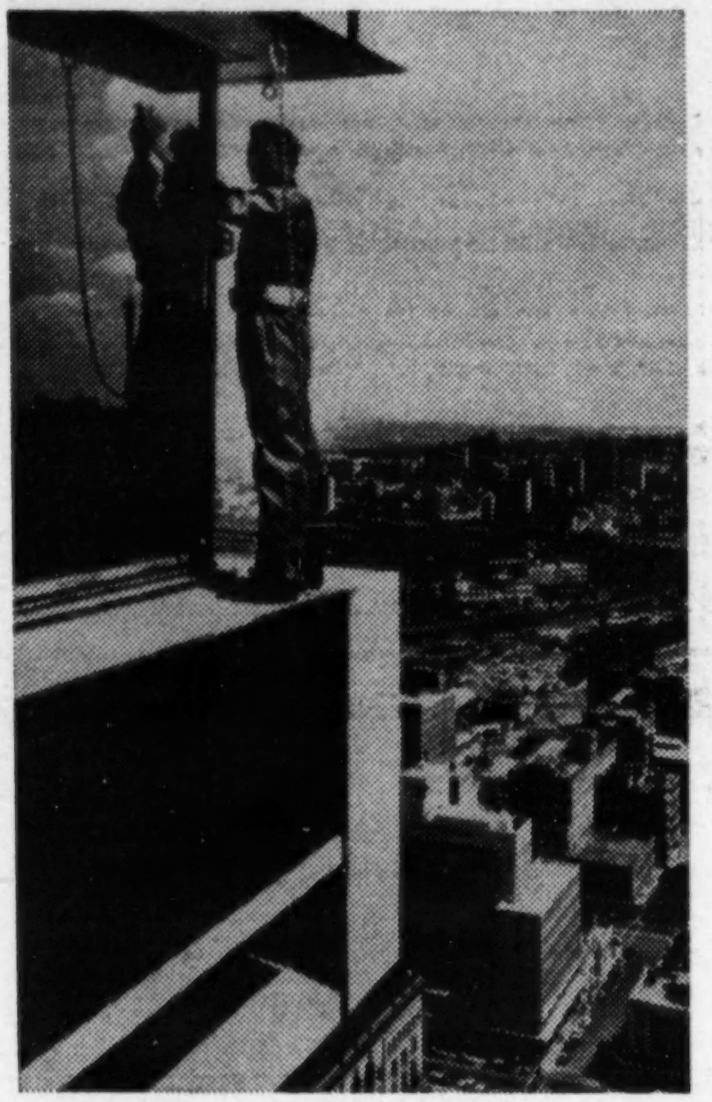
Pye Telecommunications Ltd., a member of the Pye of Cambridge Group, announce orders totalling some $50,000 from their American agency, Pye Communications Inc. Included in these latest orders are radiotelephones for the New York Port Authority and for American Airlines, who will use them to co-ordinate the activities of the tugs used for moving the Boeing 747 Jumbo Jets.

Exports reach record level

The export and commercial offices of Michael S. Stevens Ltd., thermoplastics reclaim and reprocessing specialists, Richmond, Surrey, have recently received several large orders from Europe for reprocessed plastic material. Current export sales of reprocessed pelletized material are now running at a new record level, representing approximately 15 per cent of total annual turnover.

New orders have been received from Portugal, Greece, Scandinavia, Turkey and the West Indies. This increase in export turnover follows closely recent sales tours made by directors of the company to various parts of the world to investigate new outlets for products and services.

During the past few months, expansion of the reclaim and reprocessing facility has been carried out at the company's main factory at Swindon, to meet the increasing demand, and, with record home sales, more export sales drives in various parts of the world are now planned.



Henderson safety window cleaning tracks and equipment in use on the recently completed Standard Bank Centre in Johannesburg. P. C. Henderson Ltd. have now announced an order for similar window cleaning safety runways to the new Headquarters buildings of the National Provincial Administration of the State of Natal.

HF transmitters for South Africa

The South African Post Office has placed an order with Plessey for the supply of eight 10 kW HF transmitters.

A very important factor in achieving this success was the short delivery that it was possible to offer SAPO. Four of the transmitters, complete with drives and frequency generating units, are scheduled to be in service by June 1971. They will be located at the Klipheuvel marine radio transmitting station in the Cape.

All equipment for this order will be manufactured by the Plessey radio systems division at Ilford, Essex, and will be supplied to the SAPO via Plessey South Africa Ltd.

£174,000 naval trainer for Indonesia

The Indonesian Navy has placed an order worth £174,000 for an action speed tactical trainer with the radar simulator division of Redifon Ltd. (a member company of the Rediffusion Organization). The equipment is to be installed in the naval base at Surabaja in 1970, and will be used to train naval officers in tactical fleet operations. It is claimed that the trainer will reduce the amount of sea time required for training and substantially reduce training costs. Configuration of the trainer includes simulation for six ships or submarines, two helicopters or naval aircraft, and a convoy of 12 ships.

180,000 refractory bricks for Curacao

Bonnybridge Refractories Ltd. have won an order from Foster Wheeler Italiana SpA for the supply of approximately 180,000 refractory bricks, about 50,000 being specially shaped anchor blocks, to be used in four heaters forming part of a large extension to Esso's Aruba petrochemical complex in Curacao.

Bonnybridge Refractories, members of the Scotcros group of companies, have been supplying bricks to the Caribbean for many years.

Mr. G. D. G. Griffiths, managing director, will visit The Hague shortly to meet leading oil companies on a fact-finding mission.

Equipment for Argentinian project

Orders for overhead transmission line equipment to the value of £850,000 have been received since January 1 this year by the electrical project group of the Dunlop polymer engineering division, Leicester. The latest customer for such equipment, including spacers and spacer-dampers, is the Anglo-Argentinian Power Construction Consortium of Thornton Heath, Surrey, and Buenos Aires, which has ordered line-spacers for the El Chocon hydro-electric project in Argentina.

The consortium is formed of British Insulated Callender's Construction Co. Ltd., Balfour Beatty & Co. Ltd., Painter Brothers, and Adelphi SA. The consulting engineers are Sir Alexander Gibb & Partners in association with Messrs. Merz & McLellan.

Crushing and screening plant for Spain

Contracts worth over £200,000 have been awarded to GEC-Elliott Mechanical Handling Ltd. – part of GEC-Elliott Automation – by the Tharsis Sulphur and Copper Co. Ltd. and their main contractors, Sociedad Metalurgica Duro-Felguera, for a new crushing and screening plant at Huelva in Spain.

Equipment to be supplied from the United Kingdom includes several Sherwen electromagnetic vibrating feeders and mechanical screens of varying sizes, together with specially manufactured parts for wagon tippler and stacking machines. Detailed designs for the wagon tippler and two slewing stackers will be provided from the United Kingdom together with supervision of the engineering for all manufactured plant in Spain, and, in collaboration with the main contractors, for the erection and commissioning of the equipment.

Scandinavian order for caravans

A £200,000 order to supply caravans to Scandinavia has been won by F. G. Bailey Ltd., Bristol. Mr. John Burslem, marketing manager, who recently returned from a successful selling mission in Denmark, Norway and Sweden, said deliveries of this latest order would begin in August. He expected export sales to reach a new peak of £250,000 during the 1970/71 season.

The Scandinavian order represents the biggest single export order for Baileys, who are also currently selling caravans to North America and Europe. The caravans for Scandinavia will have provision for double-glazing and will be fitted with underfloor insulation.

Shipping arrangements have been made with Individual Shipments Ltd., London.

French airline buys HS 748

Rousseau Aviation, the French regional airline, has ordered a Hawker Siddeley 748 Series 2A. The aircraft will have a 60-seat layout.

Based at Dinard in Brittany, Rousseau Aviation operates scheduled services to the Emerald Coast and the Channel Islands and provides a variety of air services designed to promote regional expansion. With the HS 748, Rousseau Aviation will operate a variety of passenger and mixed passenger/freight operations, including services on a new route between Lorient and Orly Airport, Paris.

Export sales of the Hawker Siddeley 748 now stand at 178 aircraft and the total HS 748s of all types sold is 230 aircraft.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal ***sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.***

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal ***should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.***

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS OF the following Regulations and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Proposed Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

CEREALS

Regulation (CEE) No. 849/70 modifies **Regulation (CEE) Nos. 1403/69** and **1404/69** relating to the denaturation of soft wheat (*Journal Officiel* No. L102 dated May 12, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 850/70 modifies **Regulation (CEE) No. 1667/69** relating to certain measures to be taken in the milk and milk products sector following the devaluation of the French Franc (*Journal Officiel* No. L102 dated May 12, 1970).

Regulation (CEE) No. 866/70 modifies **Regulation (CEE) No. 1096/69** relating to import and export certificates in the milk and milk products sector (*Journal Officiel* No. L104 dated May 14, 1970).

Regulation (CEE) No. 878/70 modifies **Regulation (CEE) No. 685/69** relating to the methods of application for intervention on the butter and milk cream markets (*Journal Officiel* No. L105 dated May 15, 1970).

SUGAR

Regulation (CEE) No. 851/70 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L102 dated May 12, 1970).

Regulation (CEE) No. 853/70 modifies **Regulation (CEE) No. 1009/67** which is the basic Regulation establishing a common organization of the markets for sugar (*Journal Officiel* No. L103 dated May 13, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 877/70 fixes the selling price for olive oil held by the Italian Intervention organization (*Journal Officiel* No. L105 dated May 15, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 879/70 modifies for the seventh time **Regulation (CEE) No. 565/70** relating to the administration of the grading system for the import of table apples (*Journal Officiel* No. L105 dated May 15, 1970).

WINES

The *Journal Officiel des Communautés Européennes* No. C55 dated May 9, 1970 contains the texts of a number of Proposed Regulations affecting products of the wine industry as follows:

Proposed Regulation concerning quality sparkling wines produced in the Community.

Proposed Regulation determining the types of table wine.

Proposed Regulation fixing the guidance prices in the wine sector.

Proposed Regulation establishing the general rules for fixing the reference price in the wine sector.

Proposed Regulation concerning the classification of certain wine products under Tariff Headings Nos. 22.04 and 22.05, originating in third countries.

It should be noted that the texts of these Regulations when finally approved may differ from the draft texts referred to above. The French texts of these Proposed Regulations may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C57 dated May 16, 1970 contains an announcement concerning an application for clearance of an agreement between 'la société anonyme belge Fabrique nationale d'armes de guerre' and 'la société anonyme française le cartoucherie française" of Paris, relating to the manufacture and sale of certain munitions, other than those for military use.

Interested third parties are invited to submit their observations within one month from May 16, 1970 under Ref. IV/26.624 to the following address:

Commission des Communautés Européennes,
Direction générale de la 'concurrence',
Direction 'Ententes et Positions dominates',
200 rue de la Loi,
1040 – Bruxelles (Belgique).

Particulars of this notice may be obtained if required from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. C55 dated May 9, 1970 contains the text of a Proposed Directive relating to the harmonization of Member States' legislation concerning non-alcoholic refreshing beverages.

The French text of this Proposed Directive may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174). It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.

Suspension of duties in the common tariff

THE *Journal Officiel des Communautés Européennes* No. L103 dated May 13, 1970 contains the text of **Regulation (CEE) No. 852/70** suspending the Common Customs Tariff applicable to black pollock (*Gadus virens*), salted in immediate packings with a net content of 47 kg or more and containing a maximum of 50 halves of fish (Common Customs Tariff No. ex. 03.02 A I (f)) at a

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

7 per cent rate of duty for the period May 15, 1970 to December 31, 1970.

The French text of this Regulation may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

SPAIN

Customs tariff modification

THE SPANISH *State Gazette* of May 11 announced the following modifications to the Spanish Customs tariff.

Tariff Heading	Description	Transitory duty Per cent
25.01	Common salt, rock salt, sea salt, table salt, pure sodium chloride, salt liquors, sea water	25
	with a minimum of 100 Kg.	45 Ptas
73.21	Structures, complete or incomplete, whether or not assembled, and parts of structures (hangars and other buildings, bridges and bridge-sections, lockgates, towers, lattice masts, roofs, roofing frameworks, door and window frames, shutters, balustrades, pillars and columns) of iron or steel; plates, strip, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel	10·5

Import duty suspension

THE SPANISH *State Gazette* of May 11 announced the suspension of import duty until June 30 on the following:

Tariff Heading	Description
01.02	Live animals of the bovine species:
A	Selected stock for breeding purposes
B a	Female, less than 3 years old
B 2 b	Male, not more than one year old, weighing not more than 125 Kg.
B 2 c	Other

Inquiries about these notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Are YOU Looking for EXPORT MARKETS?

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ALGERIA

Import monopoly

THE ALGERIAN *Journal Officiel* of April 14, 1970, announced that the following goods could only be imported by l'Office Nationale de Commercialisation (ONACO):

Tariff No.	Description
07.04 B III	Powdered garlic
09.05	Vanilla
09.06	Cinnamon and cinnamon-tree flowers
09.07	Cloves (whole fruit, cloves and stems)
09.08	Nutmeg, mace and cardamoms
09.09	Seeds of anise, badian, fennel, coriander, cumian, caraway and juniper
09.01	Thyme, saffron and bay leaves; other spices
Ex 12.01 G II	Mustard seed
Ex 12.03 B III	Celery seed
Ex 12.07 G	Cubeb pepper
Ex 12.07 I J	Sandalwood, cananga roots
Ex 13.01	Curcuma
21.06	Natural yeasts (active or inactive): prepared baking powders

This legislation took effect from April 14.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SWITZERLAND

Authorization not needed for certain textile imports

THE SWISS FEDERAL Council has authorized, with effect from March 1, 1970, the import of certain textiles without the prior authorization previously required by a 1956 Decree, provided that they qualify for EFTA tariff treatment.

Individual consignments not exceeding a gross weight of 20 kg are exempted from the authorization, regardless of their origin.

Details of the textiles concerned can be obtained from, and inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

PORTUGAL

Addition of note to the import tariff

PORTUGUESE *Diario do Governo*, 1st Series, No. 64 of March 17, 1970, published Decree Law No. 107/70 which authorized the addition of the following note to headings 0301; 0302 03; 0303 of the import tariff:

Note: Free of duty, upon a favourable report by the Directorate-General of Trade, when imported by Portuguese manufacturers of fish preserves who will use it solely in that industry. Importers must enter the amounts imported in a special register and must make available for Customs examination all details necessary for verifying the use thereof, and for checking of stock; goods used otherwise than shown above will be considered as in evasion of the duty applicable to the heading to which this note refers.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

TUNISIA

Global import quotas for 1970

THE TUNISIAN *Journal Officiel* of April 10-14, 1970, announced the opening of the following quotas for the import of goods from all countries in 1970.

Tariff No.	Description	Quota (in dinars or metric tons)
04.02	Preserved milk	6,000 t
04.03	Butter	1,000 t
04.04	Cheese and curd	800 t
08.01 C	Common dates	P.M.
08.01 D	Bananas	340,000 D
08.03 B	Dried fruit	100,000 D
08.04 B		
08.05 D		
08.12 B		
08.06 A and B	Apples and pears	P.M.
09.01 A	Unroasted coffee	2,300 t
09.02	Tea	4,500 t
09.04 A	Pepper	500 t
12.01 A	Unroasted groundnuts	25,000 D
13.01 A	Henna	25,000 D
Ex 33.06 F		
13.02 B, C and E	Gum and natural resins	25,000 D
17.01	Sugar	80,000 T
40.11 B and C	Inner tubes of all types	200,000 D
40.11 F	Tyres including tubeless, other than for aeroplanes, weighing 15 kg or less	P.M.
48.01 to 48.09	Paper and paperboard in rolls or sheets	2,500,000 D
51.04	Woven fabrics of synthetic or artificial fibres; continuous	800,000 D
53.11 B	Woollen fabric (other than/or blankets)	
55.09	Cotton fabric	
56.07	Woven fabrics of synthetic or artificial fibres; discontinuous	
62.02	Bed linen, linen for table, toilet, office and kitchen; curtains and other furnishing articles except bed sheets	150,000 D
63.01	Second-hand clothing	400,000 D
Ex 82.11	Razor blades and blade blanks	130,000 D
	Footwear:	
(a)	Women's, leather	3,000 pairs
(b)	Men's, leather	2,000 pairs
(c)	Children's, leather	2,000 pairs
(d)	Rubber slip-on shoes	1,000 pairs
(e)	Rubber working boots for men	22,000 pairs
	Sports footwear:	
(a)	Leather	4,000 pairs
(b)	Dancing slippers	2,000 pairs
(c)	With vulcanized rubber soles	4,000 pairs

Note: P.M. = Pour memoire (quota may be allotted if necessary)

The French text of this notice may be seen at Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475), to whom all inquiries should be addressed.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

SENEGAL

Global import quotas 1970

IT HAS BEEN announced that the following global quotas have been made available for imports into Senegal for the year ending December 31, 1970. The closing date for applications was May 20, 1970, for all items.

Brussels Nomenclature	Description of item	Amount of quota (in French frcs)
Chapter	Private cars	1,000,000
	Commercial vehicles up to 3 tons	2,000,000
04-01 to 04-04	Milk products	682,903
22-03	Beer	40,176
22	Drinks other than whisky and gin	310,320
22-09	Whisky and gin	2,178,000
Chap. 17 except 17-01, 18 and 19	Sugar confectionery, cocoa and cocoa preparations, cereal preparations	793,425
17-01	Sugar	1,400,000
07-01	Onions	1,450,000
07-01 E	Potatoes	100,000
09	Tea (green)	5,000,000
01, 02, 03, 04, 06, 07, 08, 11, 12, 15, 16, 20, 21	Living animals, meat, edible offal, fish and shellfish, eggs and honey, vegetables, flowers, plants, tubers, fruits, etc., mate, spices, cereals other than flour, oilseeds and oleaginous fruit, nuts, animal and vegetable fat, oil except palm and groundnut oil, preparations of meat, fish and shell-fish, vegetables, plants, manufactured food	6,672 338
24-01	Raw tobacco	247,351
24-02	Cigarettes and cigars	3,687,328
25 except 01 and 23, 26, 27-01, 02 and 04, 27-03, 27-05 to 08, 27-17, 73 except 73-38, 74 to 81	Various mineral products, including sulphur, oils, iron and steel products, metalliferous minerals	1,890,572
30, 32-05, 38-11	Pharmaceutical products, colouring materials, insecticides	3,122,572
39	Plastic materials	567,500
28 29 31, 32 except 32-05, 33, 34, 35, 36 except 36-06, 37 except 37-04, 06 and 07, 38 except 38-11	Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic materials	2,076,247
55, 56	Printed cotton and synthetic materials	1,036,790
56	Unprinted synthetic fabrics	3,091,812
57-10	Jute sacks and material	3,000,000
60, 61, 63	Knitted goods, crocheted goods, clothing and accessories	611,990
73-38, 82, 83, 83-07 A	Household articles and miscellaneous articles of base metal and storm lanterns	539,168
82	Tools and cutlery	300,000
91	Watches and clocks	120,000
84-15	Refrigerators	677,920
84.12	Air conditioners	1,000,000
84-15	Domestic radio apparatus	1,000,000
84-41, 51, 52, 54, Ex 84-10 and 11, Ex 84-17 to 22, Ex 84-28, 30,32, 37, 38 and 61, 85-06 07, 10 and 12, Ex 85-01 to 04, Ex 85-05, Ex 85-08, 09, Ex 85-11 to 14, Ex 85-17 to 28, 90-01 to 08, 90-07 to 10 Ex 90-13, 14, 16, 17, 19, 21, 23, 24, 25, 26, 27, 28, 29	Office equipment electrical consumer goods, photographic and cinematographic equipment; others, goods in chapter 84	2,452,780
48, 48-10, 21	Paper and paperboard	8,000,000
42, 44 E, 53, 58, 59 except 59-05 A, 62 except 62-01 B, 62-03, 64, 65 and 66-68, 69 except 69-11 and 12, 70, 71, 92, 94-01, 03 and 04, 96 97, 98	Leather and paper goods, synthetic yarn, wool, cotton carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes, headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous manufactured articles	6,172,204

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 and 423).

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*), No. 18 Work Flow in Batch Production **3s.** (3*s.* 3*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

A £206,000 order for 23 Iron Fairy cranes was recently signed between The British Hoist & Crane Co. Ltd., Compton, Berks., and Hubert Davis & Co. Ltd., of Johannesburg at the Mechanical Handling Exhibition, Earls Court. The order, to be phased over the next two years, is part of a purchasing programme by the Hubert Davis Organization, sole distributors for Iron Fairy cranes in Southern Africa.

A 40 ft. refrigerated Coldsaver owned by Samuel Williams Transport Ltd., carrying a variety of loads on regular United Kingdom/Continental runs. Operating at maximum g.t.w., the unladen semi-trailer weight of 9 tons allows a payload of 22 tons. To full TIR specification, equipment fitted to this body includes meat rails, second deck support racking, special tool boxes and vents and extra heavy duty bolted-on long wheelbase rear suspension.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE FOLLOWING CHANGES are notified in the South African *Government Gazette* of May 1, 1970.

R662: The provision for certain wrought plates, sheets and strip, of aluminium, are amended to varying extents.

R663. The duty on certain iron and steel products is increased to varying extents.

R664: (1) Provision is made for a rebate of the full duty on certain hot-rolled bars and rods (not in coils), not flat in section for the manufacture of rock drills and bearings, and parts thereof.
(2) Provision is made for a rebate of the full duty on bars and rods of iron or steel and of high carbon or alloy steel. for the manufacture of motor vehicle parts and accessories.

TANZANIA

Import licensing regulation

GOVERNMENT NOTICE No. 105, published in the United Republic of Tanzania *Official Gazette* of May 1, amends, with effect from that date, the Fourth Schedule to the Open General Licence, 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) which includes goods of United Kingdom origin, for which specific import licences are required by the addition of the following item:

Fourth Schedule

BTN Number	Description of Goods
31.01-05	All kinds of fertilizers

All applications to import fertilizers must be submitted to the National Development Corporation, PO Box 20669, Dar-es-Salaam and may be imported only by, or through, the National Development Corporation.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

TOGO

Tariff modification—tobacco

THE TOGO *Journal Officiel* of October 16, 1969, announced the following modification to the customs duty on the following:

Tariff No.	Description
24.01	Unmanufactured tobacco; tobacco refuse
A	Unmanufactured tobacco, in the leaf or in rib form
A 1	Liquored
A 2	Other
B	Tobacco refuse

For all the above-mentioned products the customs duty is reduced to 50 per cent (previously 80 per cent)

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

UGANDA

Exchange control regulation

STATUTORY INSTRUMENT NO. 68, the Exchange Control (Schedule Territories) (Amendment) Order, 1970, amends, with effect from May 3 the Schedule to the Uganda Exchange Control (Scheduled Territories) Instrument, 1965 by the deletion therefrom of the following: (1) Kenya, (2) Tanzania.

This amendment imposes exchange control regulations on payments between Uganda and Kenya, and Uganda and Tanzania.

AUSTRALIA

Dumping Tariff Board inquiry result: linoleum

A NOTICE WAS published in the *Board of Trade Journal* on November 1, 1968, to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on linoleum (original tariff items 59.10 and 48.12.1 but since June 10, 1969, these have been 50.10.9 and 48.12.9).

The inquiry has now been completed and as a result, dumping has been confirmed and dumping duties imposed retrospectively from November 11, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2319) quoting reference No. CRE 1931/68.

Tariff Board inquiry on electric cable exceeding 33,000 volts

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of electric cable exceeding 33,000 volts (tariff item 85.23.991). This reference has been made as a result of representations by local industry.

Details of the tariff item, under which the above-mentioned goods are dutiable, are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
85.23.991	Designed for working pressures exceeding 33,000 volts; heating cable; compensation or extension leads for thermocouples	3%	Free

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence.

In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 8. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, ext. 2319) quoting reference No. CRE 921/70.

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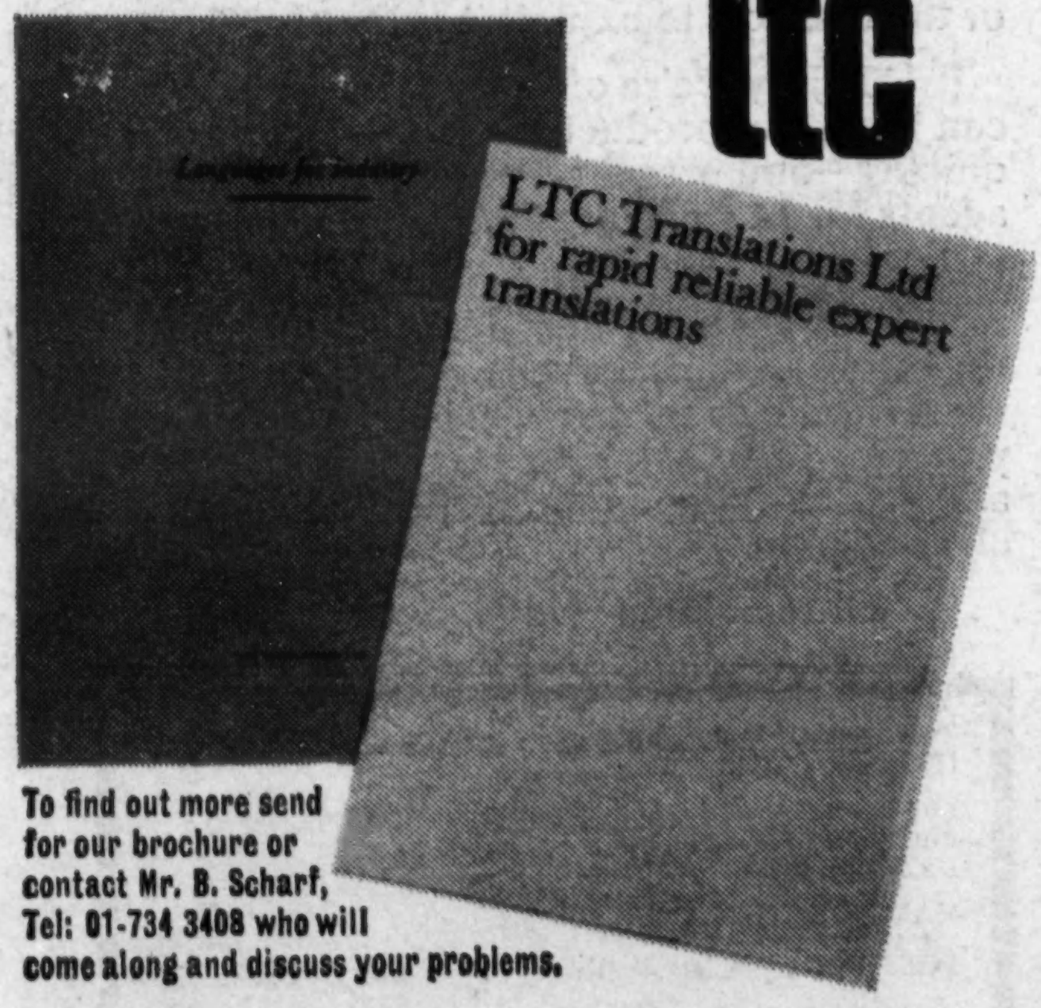

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THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.–J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

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ANDEAN GROUP

Import duties

THE ANDEAN AGREEMENT on sub-regional integration within LAFTA, signed by Bolivia, Chile, Colombia, Ecuador and Peru, came into force in October, 1969. It called for the initiation of action to co-ordinate development plans, harmonize economic and social policies and work towards a system of joint planning for the integrated development of the area, and outlined measures designed to secure an eventual free trade area.

On April 15 Chile, Colombia and Peru implemented an undertaking they had given to free the 175 products included in the first LAFTA Common List from all import duties and other restrictions when the goods originate in and are consigned from any country within the Group.

ARGENTINA

British Industrial Exhibition

THE ARGENTINE MINISTRY of Foreign Affairs have instructed the Argentine Consulates in London and Liverpool to exempt from payment of consular fees goods destined for the British Industrial Exhibition to be held in Buenos Aires in November 1970.

Import duties

THE ARGENTINE GOVERNMENT have suspended the 10 per cent import duties on pure and impure sodium carbonate classified under tariff items 28.42.01.01 and 28.42.01.02 respectively, and imposed a 20 per cent levy which will be applied to imports from countries which are not members of LAFTA. The levy will be calculated on the same basis as import duties.

Proceeds will go to the Sodium Carbonate Development Contribution Fund created by Law 18518 of December 31, 1969. The levy will remain in force until at least December 31, 1972.

PERU

Exchange control of non-exchange certificate market

BY PERUVIAN DECREE Law No. 18275 of May 16, the Government introduced measures to regulate that proportion of the foreign exchange market (about 15 per cent) not subject to the exchange certificate system, which was itself the subject of a notice in the *Board of Trade Journal* of November 10, 1967 (page 1217).

Under the new regulations, only the Central Reserve Bank and the Banco de la Nacion are authorized to hold, or set up, deposits of foreign currency in banks or other institutions in Peru or overseas; or maintain or acquire credit balances or undertake contracts in foreign currency for execution in Peru. In addition, contracts for services to be performed in Peru by non-residents and to be paid for in foreign currency require the prior authorization of a new three-man Exchange Committee comprising representatives of the Ministry of Economy and Finance, the Central Reserve Bank and the Banco de la Nacion.

Accordingly, with effect from May 16, all foreign currency deposits held in Peru by public and private entities and persons resident in Peru will be acquired by the Central Reserve Bank and depositors credited with the equivalent amount in national currency. Similarly, Peruvian residents holding foreign exchange deposits overseas (or not surrendering under the exchange certificate system foreign exchange earnings from overseas transactions) must in future sell them to the Banco de la Nacion.

The Banco de la Nacion may sell foreign exchange required for payments of services and obligations overseas, which are not already transacted under the exchange certificate system and which are deemed justified within the limits and conditions of Supreme Decree No. 072-70-EF, in the following fields:

(A) Payment of principal and interest on loans
(B) Dividends
(C) Royalties and patents
(D) Re-insurance
(E) Travel expenses
(F) Student expenses
(G) Medical expenses
(H) Other obligations approved by the Exchange Committee

The Central Reserve Bank will sell to the Banco de la Nacion its requirements for the above purposes. In respect of applications for foreign currency for items A, B, C, or H above prior approval will be required from the Director-General of Taxes and the Central Reserve Bank.

Inquiries relating to these regulations may be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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UNITED STATES

Federal Hazardous Substances Act—fireworks devices

THE *Board of Trade Journal* of January 24, 1969 gave notice of a proposal of the United States Commissioner of Food and Drugs to ban the use of certain fireworks devices except under certain conditions for bona fide agricultural purposes, under the provisions of the United States Federal Hazardous Substances Act.

The Commissioner has now concluded that this proposal should be adopted with effect from June 27, 1970.

Any person who will be adversely affected may file written objections with the United States Department of Health, Education and Welfare before June 12, 1970.

Further details may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), ref. FR 13.5.70.

Federal Hazardous Substances Act

THE UNITED STATES Commissioner of Food and Drugs has under consideration a proposal to exempt certain solid fuel pellets intended for use in miniature jet engines for propelling model jet airplanes, speed boats, racing cars and similar models, from classification as 'banned hazardous substances' under the terms of the United States Federal Hazardous Substances Act.

Interested persons are invited to submit written comments on this proposal with the United States Department of Health, Education and Welfare before June 9, 1970.

Further details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref. FR 9.5.70.

Transportation of hazardous materials—ethylene imine

THE UNITED STATES Hazardous Materials Regulation Board is considering an amendment to existing regulations to allow shipment of ethylene imine, inhibited in specification 111A60W1 tank cars.

Interested persons are asked to make representation to the United States Department of Transportation before June 9, 1970.

Further information may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404). (Ref. FR 6.5.70.)

Minimum Federal Safety Standards for gas pipelines—corrosion control

THE DEPARTMENT of Transportation in the United States is developing proposals for comprehensive minimum Federal Safety Standards for gas pipeline facilities and for the transportation of gas.

This new proposal sets out standards for the protection of gas pipe and pipeline facilities from external and internal corrosion.

Interested persons are requested to make any representation to the United States Department of Transportation before June 29, 1970. Further details may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.E.1 (Tel. 01-222 7877, Ext. 2404). (Ref. FR 6.5.70.)

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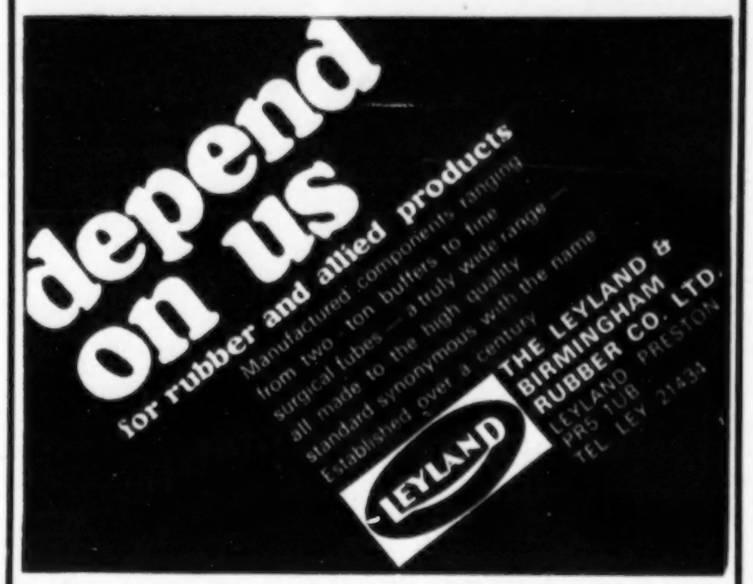
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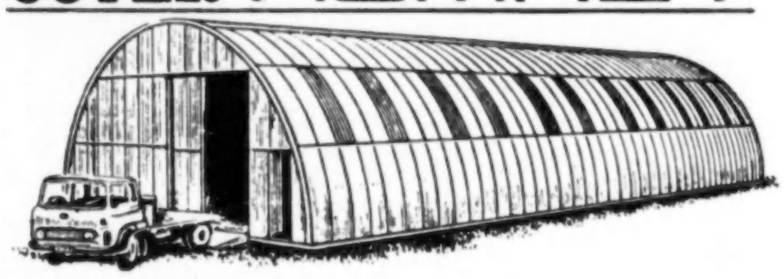

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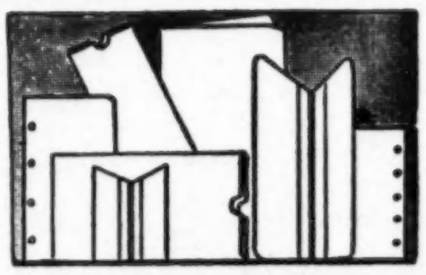

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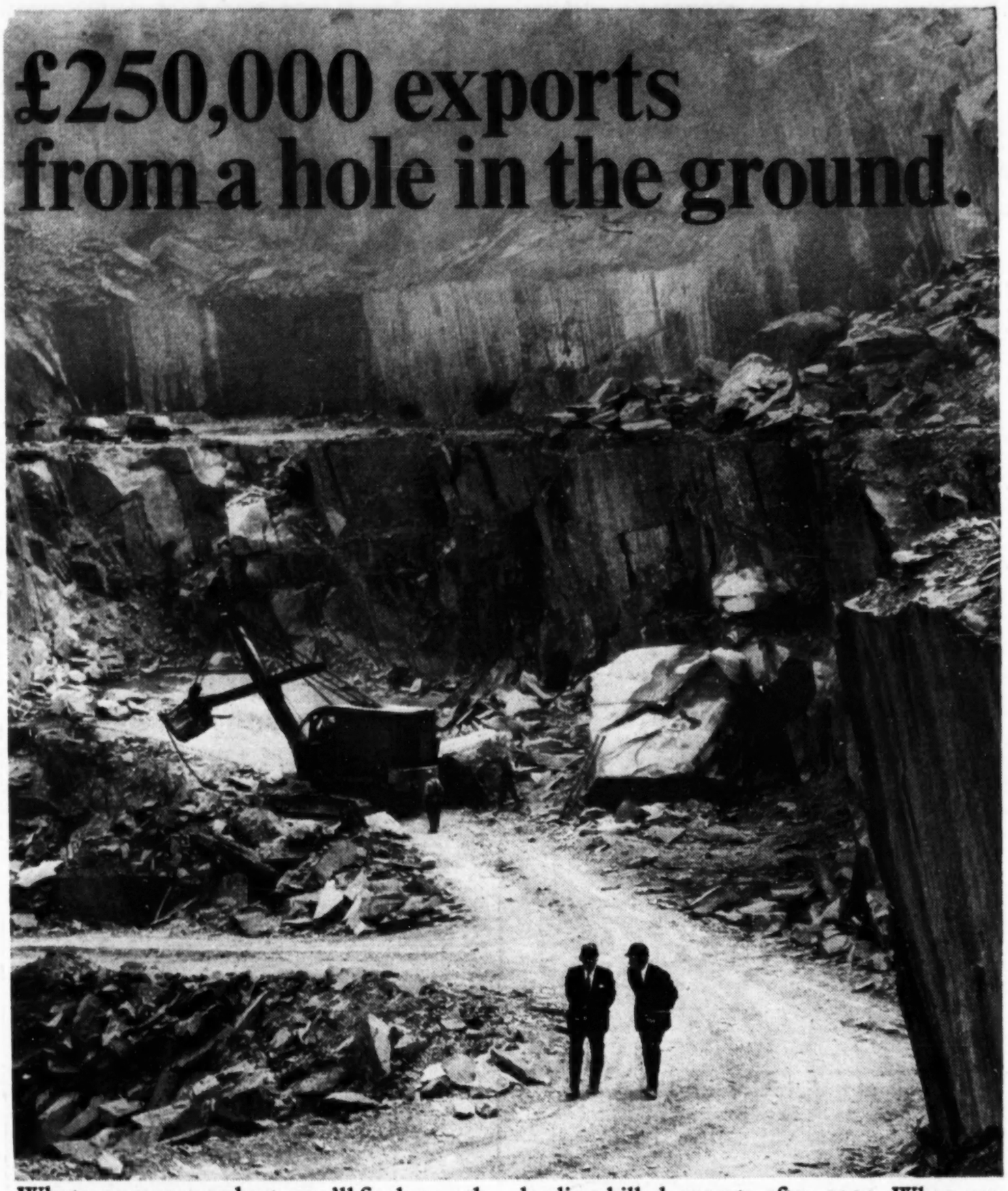

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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